

DISTRIBUTION AND WAREHOUSING



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SHOULD MERCHANDISE WAREHOUSES PROVIDE A SELLING SERVICE?

Answering "No,"

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Offers a Solution

FROM an investigation recently completed by the writer it appears that an increasingly large number of manufacturers are looking toward the public merchandise warehouse for selling services. In other words, when considering the placing of spot-stocks they are giving careful consideration to the question of what sales service may be available.

The manufacturer is generally perfectly willing to pay regular storage and handling rates to the warehouseman, and in addition to pay a percentage to cover the cost of sales service. Frequently the manufacturer is unconcerned whether the warehouseman sees fit to offer this sales service himself, or through a qualified outside representative. What the manufacturers want is sales representation in certain territories without the necessity of placing a salaried man there. On the other hand, there are certain manufacturers who expect the warehouseman to perform a selling service as part of the charge for storage. In other cases manufacturers are attempting to have warehousemen accept their accounts on the basis of a per-

centage of gross sales, rather than on the basis of regular storage and handling rates.

It would appear that warehouses may be called upon to perform more of a jobbing and distribution service than ever before, and this within a comparatively short time if the plans of some manufacturers mature.

In order to take advantage of any situation that may arise, some warehousemen seem to be thinking seriously about establishing a sales service, by incorporating a separate sales organization, as a subsidiary to their storage business. These warehousemen see a distinct advantage in establishing a sales service for their storage clients in that once a warehouse can establish a profitable business connection for a client, the possibility of competition from vacant loft buildings and other low priced storage property, which can be leased for almost any price, will be eliminated.

With a sales service established, it is also thought that many merchandise accounts, which now feel that storage rates are too high for the services rendered, will be more than willing to pay the rates in-

volved because of the savings to be made in their sales costs. One warehouseman who is thinking along these lines cited the following figures on one account which has been offered him:

"This account will handle approximately 25,000 pounds of goods a month in our territory. The margin allowed the distributor is one cent per pound or an approximate revenue of \$250 a month. Storage, handling, delivery, invoicing and interest on the money involved to carry the account would only be about \$60 a month, leaving a net of \$175 a month revenue for the sales department.

"If we take on this account we will incorporate a separate sales service company as a subsidiary of the storage organization and make our regular storage and service charges to the sales company. By so doing we can live up to the letter of our tariff, also being in a better position to ask a brokerage fee or sales commission than were we to incorporate this idea as a part of our storage business."

It is a well known fact that many warehouses today are giving what really amounts to a selling service.

The writer knows of one account in a public merchandise warehouse, for example, where the warehouse keeps a complete control over the stock, orders the merchandise from the factory, quotes prices, describes the items, suggests substitutes, makes out all the invoices; but is not responsible for collections so long as they confine themselves to the accredited list.

The warehouse receives a percentage of the gross sales as its compensation and seems perfectly satisfied even though it is in direct violation of regulations requiring separate charges for each service according to tariffs on file. The warehouse realizes that were the individual charges to be totaled they would not come to within 70 per cent of what they are receiving on the present basis. It is the contention of the warehouse that when they know a line, its turnover, and average monthly sales a rate based on a percentage of gross sales is an ideal thing for both parties. No one can say that this warehouse is not performing a selling service.

While there seems to be a difference of opinion among warehousemen as to whether they should offer a selling service they are unanimous in stating that it should not be offered except at an additional charge. Certainly no one can afford to both store and sell merchandise for the cost of the storage service alone, even though it has been reported that this is being done in some sections; and no warehouse company of any size or importance could carry on such a practice for very long and stay in the warehouse business. There are some warehousemen, many more than some warehousemen themselves realize, who feel that there is no reason why a well established warehouse could not undertake the selling of goods placed with it for storage. As one mid-west warehouseman stated:

"If a warehouseman is unable to secure storage for a certain commodity, and that commodity has a market in his territory, I see no reason why he should not offer a sales service to a manufacturer who will offer him storage on that basis, the warehouseman, of course, being compensated for the selling of the commodity in addition to storage charges which would be paid by the manufacturer. I would not approve of storing and selling for the storage revenue alone.

"Many inroads are being made on the storage business, such as

commercial trucking, that places the warehouseman in a tough spot, and he certainly has a legal right, with certain limitations, to maintain himself in a legitimate business, even if he goes beyond the ethical (?) lines of warehousing practice.

"While I do not look for all warehouses to offer a sales service, many not having the ability or training, we have today a number who have held and developed business that otherwise would have been lost to them, by setting up a sales organization. Much more of it will be done in the future, but with what limitation it is hard to say.

The writer believes it is a mistake for warehousemen to offer a selling service of any kind, for several reasons.

"In the first place, few warehouses are equipped to handle sales for storers in view of the large variety of commodities they store.

Secondly, the practice will complicate the warehousemen's relations with jobbers and brokers who themselves control a large volume of storage.

Thirdly, when sales service is offered, it hinders a warehouse in procuring accounts of a similar nature, as no manufacturer is likely to care to store goods with a warehouse performing a selling service for a competitor. The main thing a public merchandise warehouse has to offer is disinterested service.

Fourthly, it is doubtful whether a warehouse performing the selling function could give proper attention to the multitudinous details of warehousing itself.

The opinions of various warehousemen seem to bear out these contentions. Some of these are as follows:

A warehouseman in Ohio: "It is my opinion that the public warehouse may perform numerous services but it is decidedly tactless for the warehouseman to enter the selling field. This operation is directly competitive to the broker or sales representative, who has proven an asset to the warehouseman, and one who can perform the job of selling much better."

A warehouseman in Illinois: "Personally, I question the advisability of the merchandise warehouseman offering a selling service even with a charge. I think that the merchandise warehouseman

should be absolutely impartial with the merchandise distributed by him and cannot see how all warehouse users would be satisfied that such was the case if actual selling was attempted. The opportunity for collusion would probably react to the disadvantage of the entire warehousing trade."

A warehouseman in Texas: "I am strongly of the opinion that warehousemen should stay away from selling anything except space and service. I have never seen it work to a warehouseman's interest for very long. It usually results in going out of the warehousing business and into the brokerage or jobbing business, or else discontinuing selling after the warehouse has been damaged materially."

A warehouseman in New Jersey: "The practice of merchandise warehouses attempting to sell merchandise is entirely wrong. In fact, the minute that a merchandise warehouse does sell, it ceases to be a warehouse and the warehouseman becomes a jobber. As far as the warehousemen volunteering the service of selling for the price of storage alone, this is beyond all reasonableness, as the warehouseman has enough overhead to take care of without adding a selling organization on top of it."

A warehouseman in Minnesota: "We do not in our solicitation offer to do any selling and are not in favor of any such procedure, believing that warehouseman should confine their service to that of a branch house in storing and delivering to the consignor's customers, and that the sale of the merchandise should be under the control of the manufacturer either by local representatives or through commission houses."

A warehouseman in California: "I feel that warehousemen should confine their operations to warehousing and the ordinary services usually required in connection with warehousing, and that in general warehousemen are not equipped to act as salesmen or sales representatives and should not undertake to do so. There may be some sections of the country where warehousing is of such small volume that these warehousemen handling spot stocks for their customers could give them a selling service supplementary to the warehousing, but if so it should be a distinct and separate service and charged for accordingly and not include in the storage charge."

The question naturally arises—

What is a warehouseman to suggest to the prospective client who asks regarding sales service?

One solution which has worked well in several cases with which the writer is acquainted is for the warehouseman to suggest a well qualified manufacturers' representative to handle the sales end of the account. Within recent years more and more manufacturers, in various lines, have been making use of the manufacturers' representative or agent in place of salaried salesmen. These representatives or agents usually cover a more or less limited territory in which they expect exclusive rights for the products they represent; they work on a commission basis and expect to take the place of a manufacturer's salaried sales force. They make it a practice to handle supplementing but non-competing products and usually welcome a spot stock from which their orders may be filled on the usual accredited list system. It seems as if the operations of manufacturers' representatives and

public merchandise warehouses could supplement each other to perfection.

Every public warehouseman should familiarize himself with the manufacturers' representatives in his territory, with the accounts now handled and what they would like to handle, as well as with their experience, territory covered and number of men employed. Then when a request is received for sales service, he will be in a position to make a constructive suggestion.

It should be borne in mind that, generally speaking, all the manufacturer is after is sales representation on a commission basis and that it is immaterial to him who furnishes the sales service.

There is certainly nothing wrong in a warehouse providing a client or prospective client with a sales representative; and when the situation is intelligently handled, the same results—in lower selling costs for the manufacturer—will be attained as though the warehouse attempted to render a sales service itself.

It appears to the writer as if here were a logical service for public merchandise warehouses to render their clients. The warehousemen should be the ones to which manufacturers turned for information as to qualified sales representatives in various territories; because, strange as it may seem, one of the greatest problems facing a manufacturer using this type of sales outlet to lower his selling costs and/or to obtain more effective distribution is to obtain the names of men to approach. There is no general list available of manufacturers' representatives classified by the lines they handle, or would be willing to handle, as well as by territories covered.

If warehousemen will give some thought to this problem the writer feels they will be able to render a real service to their clients, to manufacturers' representatives (who are often themselves clients of warehouses) and at the same time will obviate the necessity of providing a sales service themselves—an unfortunate procedure for all concerned.

Arizona Company Doubles Field Warehouse Business with Unique Financing Plan

By Lucius S. Flint

FIELD warehousing has been more than doubled in the past two years by the Arrow Van & Storage Co., Phoenix, Ariz., as a result of a unique financing plan developed by the firm's manager, Fred H. Reed. Here's how it works.

The company first picks out a suitable storage building in the center of a sizeable farming area. Arrow now has five such locations and will shortly increase to ten. Arrangements are made for the use of this space—but no rent is actually paid.

If a suitable owner or manager is "on the ground", he is placed in charge of the business for the Phoenix company. If not, a man of Arrow's choice is put in. Whoever it is is bonded for \$5,000. The insurance company rate on such a bond amounts to only about \$12. As there is little chance that any manager would be able to "get away" with more than this value, there is no object in going into a larger bond. But, as an added precaution, company officials from Phoenix make a monthly tour of

all their field locations and make a complete check of the commodities stored there.

As soon as a farmer's crop is in storage he is given a negotiable receipt. Amount of commodity rather than its value is specified. For instance, if a farmer puts in 200 sacks of wheat, that amount of the grain is specified in the receipt. The farmer can take such a receipt to the bank and borrow anywhere from 80 per cent to 90 per cent. The plan gives him the benefit of a low storage rate and enables him to hold his crop until the market is "right". Formerly the only storage location the farmer had available was the mill; and he could not store there unless he agreed to sell to the milling company and also to pay a sizeable storage rate.

No Overhead

Inasmuch as no overhead is involved, the warehouse company can well afford to give a reasonable rate and still "come out" with an excellent profit. The charge

on grains is 1 per cent for a season of six months. As value is higher, a charge of 1 per cent per month is made on cotton; the average operator does not have this commodity in storage more than two or three months. With the present arrangement on grains, the total cost to the farmer for holding his crop is only 6 per cent for six months—1 per cent on storage and issuance of the receipt, and 5 per cent for the money borrowed.

While no rent is actually paid, the Arrow company handles the bond and is responsible for the operation; hence its name is used. A sign of this sort is usually posted on each location: "Leased by the Arrow Van and Storage Co." The firm being well known in the district, it is not difficult to get business.

In addition to the field grains and cotton, the firm has successfully used the plan with cotton seed and honey. It could be applied to virtually any field commodity, according to Arrow.



COMPETITIVE FACTORS THE SHIPPER'S MARKET

By H. A. HARING

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IN the zoning of marketing centers the factors of area, population, buying power and the like weigh heavily with the manufacturer. But even more important are the two problems of (1) potential consumption of his product within each zone and (2) probable earnings of each salesman in the territory. The first of these, possible volume of sales, must govern all other matters; the second, salesmen's earnings, will never be forgotten because the men do not hesitate to grumble if not satisfied.

To make profits for the company is the sole purpose. Unless a profit can be made from the zone, the boundaries need adjustment. Either the zone is too large or too small; or, as sometimes proves to be the case, the wrong city is being used as a center. The selling and distributing in such a case have been radiating from an uneconomical base.

For, after all, the one and the only right marketing zone is the one which is profitable to operate.

The small concern, and the one just beginning to grow, has a simple problem. Its selling is confined to near-by regions; the men report to the home office which is the only office; all shipments are made from the main plant. One man can easily visualize the entire market; probably the manager knows the outside appearance of every outlet for his goods.

To think, however, of the United States and Canada as a single market is an impossible task for the human brain.

For that reason marketing zones become necessary. In order to manage the sales, the country must be broken up into parts.

These are the marketing territories. The underlying purpose of thus dividing up the immense market is to intensify the selling effort and to escape the cost of needless work.

Assigning a territory to a salesman, beyond which he has no excuse to go, prevents waste of his time. It is logical, as it is economical, to limit the marketing zone so that the salesman feels the responsibility to ferret out every prospect within the area and to develop the maximum volume it can be made to produce.

The assigned territory keeps the salesman on the job. Men attain a pride in their "fields" so great that they consider the territory a sort of personal possession. They are jealous of encroachment by competitors, as an Indian was of another tribe which crossed the bounds of its hunting preserve. Salesmen work best and are best content when confined to a limited territory, whether it be "the entire Pacific Coast" or merely a single office building in New York.

Inasmuch, too, as the salesman is paid on the basis of what his territory yields, he knows that the value of his work is cumulative. The longer he works under a definite plan for future volume, the bigger will be his income. The firm knows that its profits go along with the man's earnings. Definitely bounded territories prevent the men from criss-crossing their routes. They insure a more even pressure on the market. They forestall the salesman's casting his eyes on distant pastures which are no better than the towns in his own zone.

Marketing zones, in the beginning of each organization, are apt

to be assigned arbitrarily, without much thought of boundaries.

An office is opened by a growing concern in Chicago to capture the western market. Its trade area remains uncertain and hazy until the management begins to ponder a second "western" office. Then a line must be laid down to avoid duplication between Chicago and St. Louis, or Chicago and the Twin Cities.

For the sales manager at headquarters the demarkation of this "line" precipitates the first problem of fixing his zones. From that day onward this question becomes more and more intricate, as markets multiply and centers streak the map. Only when the best method for his company and his product has been achieved will the manager be able to mark off territories with mathematical precision. Gradually he will accumulate experience. Finally each market will be worked out by analysis and study, the outcome being a map of zones so well constructed that a change will be made only when it is known to be a step toward larger profits.

In previous issues of *Distribution and Warehousing*, June and July, we have given consideration to the factors of population and buying power, especially for the ninety-odd metropolitan marketing centers of the United States. These factors, plus modifying facts such as climate and racial groups and occupations, can be reduced to some form of Index with which a manager measures potential sales volume.

Under sales management as it existed ten years ago the rule was to bound a zone by State lines. These were convenient. They were easy to remember and simple for the office clerks. If a letter came in from Madison, Ill., it was forwarded to the Chicago office and

IN MAPPING ING ZONES

The alert traffic manager watches others' systems of spotting stocks—but does not blindly follow all the mistakes

no clerk ever guessed that the Madison customer was bothered by the smoke from St. Louis. St. Louis is in another State, and, therefore, no clerk troubled himself to study the map. Or when an order showed up from Rosedale, Kan., a warehouse in Omaha was requisitioned for the goods because Kansas and Nebraska belonged to the Omaha office; no one but the grinning retailer at Rosedale knew that Kansas City street cars pass his door for a single fare or that he could throw a stone into the Missouri.

Ridiculous? Not all all; it's the sad truth.

In Boston, during July of this year, in the office of one of the greatest distributors of goods in the whole world I was shown—by a vice-president in person—his sales chart for 1924. On it he pointed out to me the two examples I have just mentioned. Not until January, 1925, did the company discard State lines and rebound its markets on a more sensible basis.

Today this company has not a single zone whose boundaries coincide with State lines. This vice-president says:

"We use an Index of potential sales, made up for towns and counties. Then by laying off on the map the recognized yardsticks of newspaper circulation and local delivery routes we round out the logical market for each city. We must do our selling where people ordinarily buy their goods. It's not my worry why they prefer one city to another or why the political bounds mean nothing in marketing. My job's to cover their needs, and let them do the explaining. We're out for profits and Jim Farley can run the Post Office."

Map-making, for the zones of marketing, finds the city its center. If you sell a drugstore item, you know that five cities (New York,

Chicago, Philadelphia, Detroit and Los Angeles) account for 20 per cent of all retail drug sales in the United States. A little inspection of population figures will demonstrate that these five, with their natural suburban radii, contain about 20 per cent of the people. They contain twice 20 per cent of the wealth and annual income.

Grocery sales show much the same picture; but, for some reason, grocery sales are usually reported by States rather than by cities. One-half the grocery sales are in 7 states: New York, Pennsylvania, Ohio, Michigan, Illinois, Texas and California. Two-thirds of all groceries are sold in those seven States plus these 6: Connecticut, New Jersey, Wisconsin, Missouri, Oklahoma and Indiana.

Again the sales follow population for the principal states. But the eye is stopped at the twelfth rank for groceries and one asks "Why Oklahoma?"

And for such an item as furniture, more "stoppers" are encountered. The first 7 states are: New York, Pennsylvania, Michigan, Illinois, Oklahoma again, Texas and California. This small group of seven buys considerably more than half of all furniture sold in the United States a year; and, both for groceries and furniture, the high rank of Oklahoma signposts the danger of merely following population. Oklahoma buys groceries and furniture far in excess of its population rank, or its wealth, or its annual income. The sales manager who blindly accepts population as a guide would miss the twelfth best State for food and the fifth best for household goods.

Here, then, enters into our zone-

mapping a factor easily overlooked. Marketing has some unexpected and unsuspected elements. No one—to go again to Oklahoma as an example—sitting in a Government bureau at Washington or in a thirtieth-floor office in New York would be likely to spot his stocks for either groceries or furniture in that distant State to anticipate any such volume of sales.

An old concern, with years of national distribution, would have learned the answer. Experience would have brought home the facts of Oklahoma's remarkable buying power.

But a new concern, or one slowly branching out into the national market, would hardly guess correctly.

Or, for toilet goods, all national manufacturers know that Texas is the nation's great market for lotions and skin softeners. A new maker would hardly discover this fact; he might actually pass Texas for years before trying to cover that market. Indeed, although published reports and Government figures may tell this story, I myself have never been able to find any public or published statement about the greatness of that market for these goods. The experienced manufacturers know it through "trial and error."

The final element in zone-mapping is "observation." All the ordinary factors of mapping, available to all alike, must be supplemented by "observation" of what others have found wise to do for your particular product. "Observation," in this instance might be worded to mean: "Watch your competitors."

Even the great distributing or-

ganizations do not forget to scrutinize their competitors' set-up. The small concern, or the one now growing from local to national in its marketing, can do no better.

This should not be taken to mean a blind following of competitors.

"Yesterday," remarked a man whose name is a household word in soaps, "is no guide for tomorrow." He proceeded to enlarge on this hint by adding:

"Freight rates were the guidepost when our company established its branches. Next to them was the merchandise-car service of the rails. And, of course, our salesmen rode the trains in those long-ago days. If we could start all new in 1935 those red spots on our map would take some big jumps. The railroads have modified their rates, as you know, but the automobile for man and goods has unrooted the whole system of distribution.

"It's hard, though, to quit a city. I know we have at least fourteen locations which were all right yesterday but are nearly all wrong today. The younger men in our company want to scrap them. Maybe they should be given a free hand. Yet, for one reason or another, we're standing tight with the dead hand of the past throttling us."

In this case, were a competitor blindly to copy-cat the distribution scheme of this leader he would be misleading himself.

To "watch competition" suggests that a competitor's methods should be carefully weighed and studied, not necessarily swallowed whole. A competitor's spot stock or branch agency merits observation. No great skill, and no sleuthing or underhand work, would be required to ascertain salesmen's routes out of the branch, the approximate volume of sales, and a close estimate of the cost.

His cost may be a secret too deep for you to penetrate. That is a matter of no consequence. Remember that his costs may be meaningless to you. But, taking his volume of sales and his staff as if they were yours, you can then calculate accurately what it would have cost you to have done your business under the same circumstances. And it is *your* costs, not *his*, with which you will have to contend.

A few industries attempt to regulate location of spot stocks. Through their "institutes" and



similar associations they have imposed on members strict regulations. Under many of the Codes, now gone, of course, the limitations went further and covered more industries.

An example is the fertilizer industry, in which the manufacturers have made an agreement not to warehouse spot stocks except in a city, or in a market, where a rival fertilizer factory stands. They have agreed, in other words, not to spot stocks where the market wants them but only where the location of a factory would give one maker a decided advantage locally.

The meat packers go to the other extreme. If one of them opens up a spot stock, or branch warehouse, it is the signal for about two others to pattern after. With them a large part of the business day is devoted to spying on competition, in the vain effort to forestall any trade advantage of location or delivery.

Indeed, "yesterday" did require some things which "today" hardly needs. Before the day of motor cars one railroad often would make better deliveries to one section of the city or one part of a State than the other carriers. A day might mean a sale. Under those circumstances a competitor might outsmart the others by favorable locations. Today such an advantage can not be maintained, because the motor truck annihilates short distances and short differences. Monopolies, built on preferred locations, are gone.

A paint manufacturer tells me that fierce competition characterizes the selling of all paint and painters' supplies. He watches every move of rival makers. Not always does he follow their lead, but, without fail he tries to think out, or learn from others, why they shift their spot stocks.

"Half the times," he says, "the reason is plain. Their big market is industrial paint; that is, they sell to factories. Our principal outlets are retail stores selling for

house painting and domestic jobs. Their volume, you see, is paint in barrels; ours in quart cans. A lot of their stocks are spotted where we do no business, because they serve industrial customers. There's no reason for us trying to match such a stock.

"But we're hot after them every time they set up a new stock of paint in tins. That indicates as plainly as though they telegraphed us the news that they're pushing domestic paint in that locality. Maybe it means their sales have gone up because one or two strong retailers have got behind their product. It's a signal for us to work that market with fresh energy."

Instead of copying a competitor's zone it is sometimes wise to let him alone where he has chosen to settle down. He is likely to stay, for some years at least. That means that his principal selling effort will hang close to his stock or branch, getting thin as the distance increases. "Close to, means easy to reach." Hence, rather than enter a cat-and-dog fight with him for all the business in the territory, close in as well as distant, it may be well to choose a location elsewhere in the marketing zone. Then a part of the business will be close to you, just as some of it lies next door to him; but what is easy to reach for you will be more difficult for him.

If you want a highly illuminating illustration of this, lay off on a map the warehouse stocks of the steel manufacturers in your city or your section of the country. Generally you will find that each warehouse is so situated as to command the heavy industries and large steel users of the region about as comfortably as the competing warehouses, but, at the same time, each steel warehouse dominates a smaller area of the region. For the big volume and heavy tonnages, all are on an equal basis; for the small customers and lighter tonnages, each company manages to get a monopoly hold on a portion of the market.

Therefore in "watching competition" the question arises whether to fight your competitor by opening up a stock near his or to go a slight distance elsewhere and tie up a portion of the business so he can not touch it. This is the right method of studying competition. Profit from what you can learn of their experience; then dig into all

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LA SALLE UNIVERSITY'S TRAFFIC COURSE

A Review by H. A. HARING

DISTRIBUTION AND WAREHOUSING has recently received 15 new volumes of the traffic course as offered by LaSalle University. This number of texts has been rewritten and reissued during the past eighteen months, as evidence, we believe, of LaSalle's effort to keep its instruction abreast with changes in traffic conditions and the ever new demands upon a traffic manager.

The course itself is published in 68 volumes, plus what we look upon as the very essential 4 for "Getting Ahead in Traffic," so that the 15 republished during 1934 and the first half of 1935 mean that, approximately, one-fifth of all the material in the course has been thoroughly revised. A similar modernization, too, has extended to the 40-odd pamphlets of practice and reference material and traffic atlases—all of which accompany the 72 volumes as an integral part of the course.

One reason, in our judgment, for the outstanding success of LaSalle's training among the 42 home study institutions approved by the National Home Study Council, lies in the facts in the foregoing two paragraphs. LaSalle has constantly enlarged the scope of its traffic instruction, has repeatedly scrapped text books by revision, and has seemed never to relax the effort to keep the "practice problems" up to date. To judge from the constant revisions of the past four or five years, the depression has not been allowed to hinder upbuilding of the traffic profession by the one institution which has achieved most in this direction.

The new manual on the eastern rate structure is an example of complete revision of text. The new material replaces the old. In other instances revision has not been so extensive because the subject matter has not changed so substantially since the original text was prepared. At the present time the manuals on freight classification are under revision to meet new rules and regulations. A text on "Parcel Post Traffic," just issued, appears to be especially helpful.

In addition to revision of the course itself, a reader of *Distribution and Warehousing* will be interested in a new service recently added by LaSalle for its traffic students. It aims to help the man trying to better himself on the job.

By means of what they term a "progress report" LaSalle sends to the employer, at proper intervals, a statement of the student's advancement in traffic management training. And, upon completion of the course, the employer is notified of the achievement and the record made by the student. According to statements made by LaSalle officers, the results of this service have been gratifying both to students and graduates. Employers react favorably to the interim reports and cannot overlook the effort of an employee for self-improvement on the job.

The "progress reports" are not used for all students. The service is entirely optional, so as to avoid possible embarrassment. The reports are sent to employers only when specifically requested by the student. Even then he is invited to name the superior to whom they are to be directed.

A further endeavor is made, in keeping with the ambition to raise traffic management from a mere "job" to "professional" standing, through a planned "selling" of the traffic department to the employing corporation. When a traffic man is faced with the daily problem of convincing some one ignorant of or prejudiced against traffic work of the value of his department or the necessity of expansion of duties, LaSalle assumes something is wrong somewhere in the organization. Possibly the traffic department has been content merely to do its work; possibly it is buried amid a dozen subsidiary departments of the business; possibly the management is blind to the need of traffic management. The traffic department, in other words, has failed to "register" with the higher-ups. It requires to be "sold," and, occasionally, the effective approach is from outside. LaSalle, in such a case, attacks the

problem as a third party, interested in general conditions rather than as a unit of the corporation.

As a sort of supplement to the training in traffic, LaSalle puts into the hands of a student a rather unique series of 4 books, grouped together under title of "Getting Ahead in Traffic." The 4 volumes face squarely the problem of getting employment as a traffic man. Then, after he has a first job, the texts lead him to develop his work through the sound principle of growth in his own ability and skill. Finally, one volume deals with the "Advanced Course" by outlining the steps required to become a traffic expert, a traffic counsellor or executive, and, in general, how to advance from the ranks to a position above the ordinary.

These 4 books are not the usual pep talks about self-improvement. They overflow with specific suggestions, forms to be used or modified, details of the steps to expand one's work into importance. Indeed, with reference to these 4 volumes, we venture to repeat what was printed in these pages five years ago:

"This reviewer would recommend that at least once a year any traffic man however comfortably situated on his job, take an evening to reread the pertinent portions of these 279 pages. He will do better work at his desk next morning. More than likely, too, he will improve either his job or win a pay increase within one year."

On all hands the depression has wrought changes in the world of business. It has, as an example, stressed the need of trained men. The untrained man never in all the years of American business had so discouraging an outlook as he faces today.

A mere clerk will remain that and nothing else, unless and until he qualifies himself for promotion. The "qualifying" must come from within, not from a Santa Claus act of the employer. Even if offered advancement, the clerk would not be able to accept, because he

would not know how to do the work.

Nor are employers of today in the mood to give more and more money for simple work such as the untrained can perform. There is no justification for any such waste while the lobby is jammed each morning with applicants of equal ability begging to work for slightly less pay. Once upon a time the employee could threaten to quit. Today he knows the utter folly of the faintest hint of such a thought. He has, as a rule, only one chance to better his income: that is, by preparing himself for advancement into the job ahead. Training of this sort is reached over the hard and rocky road of self-development, outside the hours of employment.

Employers, too, recognize the folly of unskilled clerks. For purely selfish ends they encourage special training. They urge men to study at home. Far-sighted ones make it clear that promotion hangs on this effort by the man to help himself.

Corporations beyond number conduct training courses for their men. The printing trades have banded together for typothetae courses; the banks, through their

institutes, offer courses in nearly every city of importance; insurance companies insist that juniors shall supplement the day's work by outside work; industrial concerns almost compel their foremen to enrol for home study; chain stores are today hovering on the verge of demanding of an applicant that he sign up for correspondence courses in store management and merchandising procedure.

Employers are doing even more. They reward men immediately. They recognize the value of special training in that most substantial way of adding to the pay check.

One bank, to illustrate the point, pays \$250 to each employee who completes the bank's own course with credit—and gives a formal dinner to celebrate the event. Another bank adds \$5 a month to the pay of a clerk who accomplishes the same thing. Thus the reward is continuous. A coal mining corporation as long as sixteen years ago carefully explained to a newly appointed foreman that his base pay would go up \$5 a month for each of the State's four examinations in mine operation he could pass. An insurance company in 1934 offered to raise the pay of

employees \$10 a month for each actuarial and accountants' examination passed with a satisfactory grade. There are, in the eastern States, 14 such examinations recognized as standard. A man has, therefore, the chance to raise his pay as far as \$140 a month over his fellows by persistence and hard work—all of which fits him for promotion in addition to the immediate comfort of larger income.

No such direct reward in traffic management has come to my attention. It would be, however, most reasonable. Some day some forward-looking corporation will grab this simple method of encouraging its men to self-improvement. The reward to the man is attractive, but, to the employing corporation, the benefits would be enormously greater than the cost. High quality of work, avoidance of errors, and the better understanding of "what it is all about" would add to profits. For profits, after all is said, are the sole reason for being in business.

Trained men bring profits; untrained employees do nothing beyond serving their 40 or 44 hours per week.

A Manual on Air Conditioning* A Book Review

WAREHOUSEMEN have a growing interest in air conditioning for the reason that it is appreciably affecting their industry.

As a sort of half-way approach to the refrigerated truck many of the newer truck bodies are partially air conditioned. This improvement is especially noticeable among truckers who do their own body-building, as they experiment with insulation, with fan equipment and with cooling systems. Within the warehouses, for another matter, the so-called "air conditioned" space has become a real competitor of actual "cold storage." The "air conditioned space" does not pretend to offer freezer accommodations, nor claim to provide low temperatures, but it does quote for storage of foods and semi-perishables such as demand temperatures under 60° F. and above 45°.

To many warehousemen, therefore, Lewis' new book on "Air Con-

ditioning for Comfort" may be quite useful. The author is Samuel R. Lewis of Chicago, a professional engineer of standing. He was at one time president of the American Society of Heating and Ventilating Engineers.

The volume is written technically, for an engineer who can use complicated formulas and unravel meaning out of tabulations of figures and data. But for a warehouseman with engineering training, much help will be found in these pages.

A reader should remember that the book is written primarily for application of air conditioning to office buildings and residences, not for trucks. Yet the engineering principles would be identical for all uses. A warehouse bay or floor can benefit from this up-to-date information about insulation and ventilation, heat transmission, cooling and circulating systems, humidifying and dehumidifying, and, of course, about operating costs. Refrigeration for comfort in an office or residence, whether by means of

ice or brine or chemicals, is about the same as for a warehouse or a truck where the purpose is commercial profit rather than physical comfort.

Each installation for air conditioning must be worked out in detail for its own circumstances. To this end the volume by Mr. Lewis is well worth the price.

—H. A. Haring.

Pick-Up and Delivery by Chicago Tunnel Company

The Chicago Tunnel Company, Chicago, will establish freight pick-up and delivery service for industries using its universal stations. Such lots must however be at least 6,000 pounds. This will permit industries located in Chicago's downtown section to load all their traffic in one vehicle regardless of destination or of rail carrier handling shipment out of Chicago.

The service is similar to that accorded during recent months to outlying districts through the universal stations of the Belt Line carriers.

* Samuel R. Lewis, new edition, "Air Conditioning for Comfort," 277 pp., \$2.50. Keeney Publishing Co., 6 North Michigan Avenue, Chicago.

FAMILY ALBUM

A word portrait of

Dean C. McLean

By H. R. N. Boddy

Mr. McLean is president of the Lyon Van and Storage Company, Seattle, Portland and Tacoma.



A STORY which rings as true as a typical Horatio Alger tale, with the character-building elements of sand, grit and pluck sharing in the ultimate success of the enterprising hero, is reflected in the "Family Album" sketch of Dean C. McLean, president of the Lyon Van and Storage Company, Seattle, Portland and Tacoma.

From huckstering at the turn of the century—buying and selling in farm products and small wares—to head of one of the Northwest's largest warehousing organizations with three large plants and a coast-wise lift van service is the record of this storage executive.

Born in Tacoma on May 1, 1891, Dean was early initiated into the are of moving as the young help-mate of his dad, who had opened a light hauling business in the "nineties." Trade surged forward in the little "one horse" organization, but reverses crept in during the first few years of the Twentieth Century. The boy saved a little money, and when the emergency came he was equal to the situation. There were, besides the elder McLean and Dean, a brother and four sisters, all of whom were wholly or partially dependent.

The founding of the future Lyon organization was the off-shoot of

this adversity. Starting on a shoe-string, Dean opened an express business under the trade name South End Transfer of Tacoma. Daily trips to and from downtown Tacoma were made for general hauling. Dean likes to muse over this "rapid transit" service, comparing the reliable, but slow horse-driven, wagons with his super-duty, speedy delivery today.

Business continued to teem. Their's was a steady climb up the ladder to "success rung." From huckstering, to general hauling, then expanding with increased business to include storage and

(Concluded on page 38)



OCCUPANCY ON JUNE 29

AVERAGED 62.4%

Latest Mark 7.7% Below
Level of a Year Ago

AVERAGE occupancy of merchandise warehouses in the United States continues to decline on the basis of reports filed with the Bureau of Census of the Department of Commerce.

The Bureau's August release indicates that average occupancy was 62.4 per

cent on June 29. This is 7.7 per cent lower than the country's average as reported on the corresponding date in 1934, and is seven-tenths of 1 per cent below the mark recorded for the final day in May.

The chart maintained by *Distribution*

and *Warehousing* shows that recession was in progress uninterruptedly during the first half of 1935. Average occupancy on the last day of 1934 was 67.1 per cent. The decline up to June 29 was 4.7 per cent. The figures for the final days of the first six months of the current year are, the chart discloses, 66.3 for January, 65.2 for February, 64.5 for March, 63.6 for April, 63.1 for May, and provisionally 62.4 for June.

The last-day-of-June percentages across eight years (with 1935's being provisional) are as follows:

1928	1929	1930	1931	1932	1933	1934	1935
67.2	71.0	68.4	64.7	62.7	61.9	70.1	62.4

The tonnage figures in the accompanying May-June table indicate that during June a larger percentage (by 0.1 per cent) of goods arriving at 987 reporting warehouses entered storage (out of total volume received) than during the earlier month.

In June, 359,702 tons (this figure being provisional) arrived at the reporting warehouses; of this, 294,308 tons, or 81.8 per cent, entered storage, the balance being delivered on arrival.

In May the total (final) arriving volume at 986 warehouses was 375,290 tons, of which 306,561 tons, or 81.7 per cent, entered storage, the balance being delivered on arrival.

The provisional 81.8 per cent for this past June compares as follows with the June percentages of the seven preceding years:

1928	1929	1930	1931	1932	1933	1934	1935
74.8	75.7	80.5	80.4	80.1	80.9	80.4	81.8

Occupancy

THE decline of 7.7 per cent in the country's average occupancy on June 29 last as compared with the mark recorded for the final day of June of 1934 was not reflected in Arkansas-Oklahoma, Arizona and New Mexico, Colorado, Georgia-Florida, Idaho-Wyoming, Illinois, Indiana, Iowa, Maryland and Delaware and District of Columbia as a group, Michigan, Minnesota outside of the Twin Cities, Missouri, Montana, North and South Carolina, Oregon, Virginia and Washington state. Among these states the most pronounced gains were 24.7 per cent in Virginia, 21.7 per cent in Georgia-Florida, 20.2 per cent in North and South Carolina, and 18.8 per cent in Washington. Sharpest recessions reported were 26.1 per cent in Utah, 15.3 per cent in Massachusetts, 14.0 per cent in Kansas, and 13.2 per cent in the Twin Cities.

The table which follows compares the provisional June 29 occupancy percent-

PUBLIC MERCHANDISE WAREHOUSING MAY-JUNE, 1935

Statistical data on occupancy and tonnage during the months of May and June, 1935, as reported to Director William L. Austin, the Bureau of the Census, Department of Commerce.

DIVISION AND STATE	Per Cent of Floor Space Occupied		TONNAGE							
			Received During Month		Equivalent No. of Lbs. per Sq. Ft.		Delivered on Arrival		Equivalent No. of Lbs. per Sq. Ft.	
	June	May	June	May	June	May	June	May	June	May
NEW ENGLAND (Total)	48.5	49.0	8,974	7,627	7.1	6.0	1,959	1,784	1.6	1.4
Vermont, New Hampshire and Connecticut	40.1	41.6	708	910	4.5	5.7	496	394	2.6	2.5
Massachusetts	47.3	48.9	6,503	4,947	7.4	5.6	858	940	1.0	1.1
Rhode Island	60.7	54.8	1,763	1,770	7.9	7.0	695	450	3.1	2.0
MIDDLE ATLANTIC (Total)	63.9	65.2	97,845	107,469	13.8	15.0	9,892	10,118	1.4	1.4
New York Metropolitan District	66.1	67.5	70,252	82,568	14.5	15.6	3,873	4,665	0.7	0.9
Brooklyn	69.6	69.6	46,202	44,962	15.4	14.8	1,364	2,825	0.5	0.9
Manhattan	66.6	67.8	11,844	14,047	19.2	22.7	98	59	0.2	0.1
Nearby New Jersey	62.6	67.0	18,110	23,438	11.9	15.4	2,411	1,781	1.6	1.2
All other	25.0	25.4	96	121	1.0	1.0				
New York, except Metropolitan District	47.8	49.6	7,698	9,753	11.8	14.9	4,372	3,982	6.7	6.0
New Jersey, except Metropolitan District	35.5	36.3	770	634	8.2	6.9	10	19	0.1	0.2
Pennsylvania	64.1	64.5	13,126	14,514	11.9	13.2	1,637	1,482	1.5	1.3
EAST NORTH CENTRAL (Total)	69.3	69.3	85,426	86,656	24.9	25.7	11,429	12,679	3.3	3.8
Ohio	67.9	68.4	14,299	17,895	16.7	19.6	2,644	2,601	2.9	2.9
Indiana	64.7	64.5	5,151	6,322	15.1	15.5	2,038	1,545	6.0	4.5
Illinois, except Chicago	74.4	72.8	2,271	2,066	11.0	10.0	2,824	2,480	13.7	12.0
Chicago	74.8	72.0	28,110	20,395	33.9	26.1	887	1,927	1.1	2.5
Michigan	73.1	75.9	29,655	27,835	39.7	37.5	1,684	1,922	2.2	2.6
Wisconsin	55.3	56.0	5,940	12,143	15.2	31.1	1,382	2,304	3.5	6.7
WEST NORTH CENTRAL (Total)	63.4	66.7	27,388	29,568	17.2	18.6	10,161	9,790	6.9	6.7
Minnesota, except Minneapolis and St. Paul	52.8	58.2	3,896	1,758	52.2	23.5	677	611	9.1	8.2
Minneapolis and St. Paul	69.4	70.3	3,109	3,406	18.6	20.4	1,013	1,110	6.1	6.6
Iowa	49.0	50.5	2,889	2,760	13.7	13.1	1,885	1,762	8.9	8.4
Missouri, except St. Louis	63.5	63.7	6,924	7,300	22.1	23.3	1,660	1,326	5.3	4.2
St. Louis	80.8	85.2	4,701	5,886	14.4	18.0	708	888	2.2	1.8
North and South Dakota	62.7	70.6	1,821	2,077	8.1	11.0	1,175	1,225	6.2	6.5
Nebraska	51.7	53.8	3,326	4,159	14.5	18.1	2,032	2,022	8.9	8.8
Kansas	71.6	82.6	1,022	2,222	12.6	27.0	1,011	1,146	12.5	13.9
SOUTH ATLANTIC (Total)	71.5	69.5	27,627	28,662	19.4	20.1	10,058	12,560	7.1	8.7
Maryland, Delaware and Dist. of Columbia	67.7	66.0	15,841	15,167	16.2	15.2	3,624	4,001	3.7	4.0
Virginia	85.1	82.1	2,168	2,300	30.5	31.5	923	877	13.0	12.0
West Virginia	59.3	51.1	1,704	1,824	20.0	21.5	713	485	8.4	5.7
North and South Carolina	82.6	77.4	2,420	2,456	22.7	23.1	507	531	4.8	5.0
Georgia and Florida	74.5	73.5	5,494	6,915	29.6	37.3	4,291	6,068	23.1	36.0
SOUTH CENTRAL (Total)	50.9	50.2	29,516	29,004	19.7	19.3	10,539	9,786	7.0	6.5
Kentucky and Tennessee	81.5	82.9	4,373	4,038	21.5	20.3	1,359	1,222	6.7	6.1
Alabama and Mississippi	64.5	65.3	740	868	11.5	13.5	1,088	638	16.9	14.6
Arkansas and Oklahoma	81.1	72.7	4,441	5,099	21.8	25.1	3,631	3,497	17.8	17.2
Louisiana	63.3	54.7	14,062	13,411	22.4	21.4	968	1,152	1.5	1.8
Texas	39.6	38.8	5,900	5,588	14.8	13.7	3,493	2,977	8.7	7.3
MOUNTAIN AND PACIFIC (Total)	62.0	63.4	17,532	17,575	12.3	12.4	11,356	12,012	7.9	8.5
Idaho and Wyoming	74.1	70.5	667	835	18.4	24.0	506	493	13.9	14.2
Montana	63.4	69.9	250	399	6.3	10.0	386	801	9.7	12.5
Arizona and New Mexico	74.9	78.4	650	498	7.7	6.3	1,241	1,304	14.8	16.5
Utah	36.9	39.0	1,078	1,161	20.0	21.5	37	37	0.7	0.7
Colorado	69.1	65.6	973	1,103	12.4	14.1	1,114	1,049	14.2	13.4
Washington	67.7	70.2	2,633	3,107	15.5	18.3	3,934	3,404	23.1	26.0
Oregon	65.8	66.2	393	462	8.5	10.0	376	434	8.1	9.4
California	59.6	61.2	10,888	10,010	11.8	10.9	3,762	4,790	4.1	5.2
United States (Total)	62.4	63.1	294,308	306,561	16.6	17.3	65,394	66,729	3.7	3.9

The figures for May have been revised; those for June are preliminary.

ages of 1935 with those for the final day of June of 1934; and with those of the last days of June of 1929, which was the peak year:

	Occupancy— End of June		
	1929	1934	1935
Massachusetts-Vermont	52.6	62.6	47.3
Massachusetts	65.9	61.4	60.7
Connecticut-Rhode Island	54.5	40.1	
Conn.-Vt.-N. H.	61.4	60.7	
Rhode Island	78.3	71.8	66.1
New York Met. Dist.	80.9	70.3	69.6
Brooklyn	70.8	72.5	66.6
Manhattan	78.5		
Nearby N. J. & other.	77.6	62.6	
Nearby New Jersey	78.5	34.1	25.0
All other	76.6		
New York State	49.1	47.8	
N. Y. State except Met. Dist.	78.5		
New Jersey State	42.0	35.5	
N. J. State except Met. Dist.	70.1	66.1	64.1
Pennsylvania	81.1	70.5	67.9
Ohio	80.0	55.4	64.7
Indiana	81.1		
Illinois except Chicago	73.6	74.4	
Chicago	81.9	70.4	74.8
Michigan	71.8	72.0	73.1
Wisconsin	89.7	61.6	55.3
Minnesota	73.2		
Minn. except Twin Cities	41.1	52.8	
Minneapolis & St. Paul	72.9	82.6	69.4
Iowa	67.4	46.1	49.0
Missouri	78.8		
Mo. except St. Louis	55.1	63.5	
St. Louis	79.9	77.0	80.8
No. & So. Dakota	93.8	70.4	62.7
Nebraska	67.6	59.6	51.7
Kansas	79.2	85.6	71.6
Del.-Md.-D. of C.	56.1	67.4	67.7
Virginia & West Virginia	70.4		
Virginia	60.4	85.1	
West Virginia	85.5	83.3	
No. & So. Carolina	66.8	62.4	82.6
Georgia-Florida	77.8	52.8	74.5
Kentucky-Tennessee	75.7	91.8	81.5
Alabama-Mississippi	69.9	77.9	64.5
Ark.-La.-Okla.	71.4		
Arkansas-Oklahoma	76.4	81.1	
Louisiana	55.5	53.3	

	Occupancy— End of June		
	1929	1934	1935
Texas	38.0	45.1	39.6
Ida.-Wyo.-Mont.	72.9		
Idaho-Wyoming	67.1	74.1	
Montana	51.2	63.4	
Ariz.-Utah-Nev.-N. M.	74.5		
Utah	62.7	74.9	
Arizona & New Mexico	63.0	36.9	
Colorado	74.4	59.2	69.1
Washington	70.7	48.9	67.7
Oregon	69.4	63.3	65.8
California	77.5	63.8	59.6
Average U. S.	71.0	70.1	62.4
Warehouses reporting	1220	1113	1098

Comparing the June 29 average percentages (provisional) with the final ones for May 31 (as shown in the table on the opposite page) it is shown that the decline of seven-tenths of 1 per cent for the entire country was not reflected in Arkansas-Oklahoma, Colorado, Georgia-Florida, Idaho-Wyoming, Illinois, Indiana, Maryland and Delaware and District of Columbia as a group, North and South Carolina, Rhode Island, Texas, Virginia, and West Virginia; in all these, gains were reported. The Brooklyn section of the New York metropolitan district of the New York metropolitan district was unchanged. The sharpest recession was 11.0 per cent, in Kansas.

Tonnage

AS has been pointed out, the percentage of volume reported as having entered storage this past June, out of total volume arriving, was provisionally larger (by 1.4 per cent) than the percentage recorded for June of 1934.

Across eight years the June percentages (1935's being provisional) by divisions are as follows:

	Percentage Entering Storage—June							
	1928	1929	1930	1931	1932	1933	1934	1935
New Eng.	78.0	72.0	75.0	80.0	79.0	80.8	88.9	82.1
Mid. Atl.	81.8	84.1	90.1	89.8	89.8	90.7	91.0	90.8
E. No. Cent.	86.8	88.6	84.6	79.9	86.1	83.1	87.3	88.2
W. No. Cent.	72.8	73.2	77.3	79.3	78.3	75.1	71.6	72.9
So. Atl.	59.3	53.7	76.3	84.5	67.3	77.2	79.3	73.3
E. So. Cent.	80.6	79.7	71.5	67.5	59.9	80.7	67.1	67.7
W. So. Cent.	84.7	74.6	81.8	78.3	72.8	67.4	65.2	75.1
Mountain	57.0	59.8	58.6	62.5	71.2	62.4	49.2	52.4
Pacific	64.7	68.0	69.3	70.0	66.0	65.7	65.0	63.2
Country	74.8	75.7	80.5	80.4	80.1	80.9	80.4	81.1

Comparing this past June's provisional percentages with the final ones reported for May, it is seen that the advance of one-tenth of 1 per cent was reflected in four of the nine sections.

By divisions, the comparisons follow:

	Percentage Entering Storage		
	May	June	Change
New England	81.0	82.1	+1.1
Middle Atlantic	91.4	90.8	-0.6
East North Central	87.2	88.2	+1.0
West North Central	75.1	72.9	-2.2
South Atlantic	69.5	73.3	+3.8
East South Central	69.4	67.6	-1.8
West South Central	76.0	75.1	-0.9
Mountain	54.1	52.4	-1.7
Pacific	61.1	63.2	+2.1
Entire country	81.7	81.8	+0.1
Warehouses reporting	986	987	...

Competitive Factors in Mapping Shippers' Marketing Zones

(Concluded from page 10)

the local conditions so as not to perpetuate his mistakes.

The important distributors follow this method. A smaller one, or a newcomer trying his wings, can probably do no better.

When a competitor opens a new zone, you will be wise to watch its operation. If there is some special reason for the move, to learn that fact will help to understand his shift in distribution. The mere fact of his venturing into a new activity may or may not be a justification for you to follow.

Your salesmen will, of course, yell for a duplication on your part; they will alibi every lost sale by repeating the "news"; but they will give never a thought to profits. Profits, remember, are your only reason for being in business. Therefore, in watching competition, the only sound measuring stick is to determine whether you, for your goods, for the volume you would add to present sales, would

show greater profit than now you are enjoying. If the answer appears to be a "Yes," the course is clear: copy competition and fight it out. But if, as often is the case, the "No" sticks up, an opposite decision becomes equally certain.

"The most troublesome case," said one sales manager in his talk with me, "is where a competitor handles several lines. We have but one. He can afford, with a variety of goods, to open up where we can't think of it."

This man was thinking of sales offices, not spot stocks. For, as he then quickly explained, no one can monopolize the number of spot stocks.

"It costs only a trifle more," he believes, "to spot two stocks than one. There's a little more book-keeping and slightly more postage and sometimes more telephone tolls. But that's about all. Our salesmen yell about competitors having more men on the road and

more offices but I never heard complaints from customers. We see to it that they get the goods from us as quick as from anyone else. That's all there is to distribution: good deliveries on the order."

Johnson Joins Smedley

T. M. Johnson, formerly assistant code authority representative for the New England area in the household goods moving and storage trade, has been appointed sales manager for The Smedley Co., a storage and transfer concern in New Haven, Conn. Mr. Johnson has taken charge of solicitations on furniture moving, packing, shipping and storage.

Barry Business Up

The Barry Transfer & Storage Co., Inc., Milwaukee, reports its business averaging \$4,000 a month ahead of a year ago. James W. T. Barry, president, said the increase in volume has led to purchase of nine additional pieces of equipment, including five small vans.

STREAMLINE FREIGHT CARS FOR TRANSPORTATION OF DRY ICE

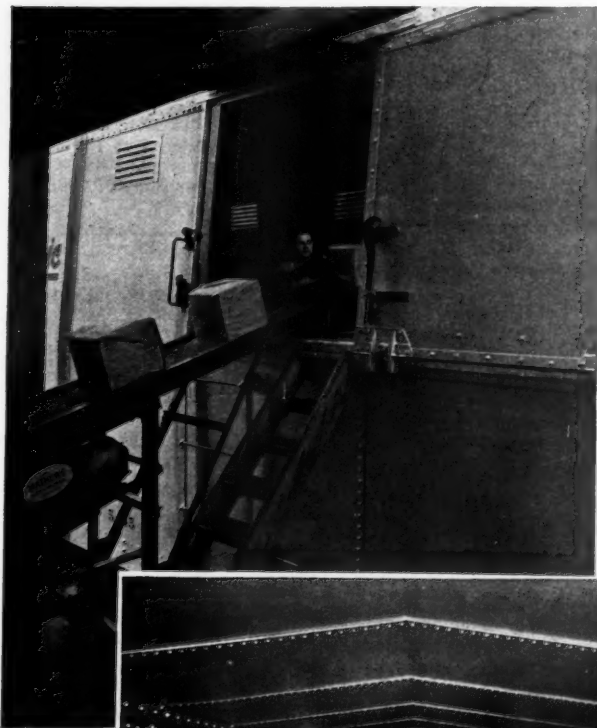
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SCIENCE and mechanics score again in their teamwork of creating new epochs in industrial history, by the delivery of the first streamline freight cars ever built, from the shops of the American Car & Foundry Company to the Liquid Carbonic Corporation of Chicago. These will be put into immediate service to speed up distribution of dry ice.

Thus the newest form of transportation equipment makes its industrial debut for the perfection of service of the newest type of refrigerant—both revolutionary developments and both believed to be destined to revolutionize transportation service of perishable commodities. The design and construction of these freight cars, especially built for the transportation of dry ice from the twenty-one factory branches of the Liquid Carbonic Corporation to its various markets, was a joint development of the engineers of that firm and the railway equipment maker.

Dry ice is solid CO_2 ; or in plain language, compressed carbon dioxide gas. Carbon dioxide gas, the same pure substance which gives the life and sparkle to carbonated drinks, is compressed into liquid form; and this liquefied gas, when expanded into a container, forms a snow which in turn is hydraulically compressed into blocks, and popularly called "dry ice".

Dry ice has a temperature of -109.6 degrees, or 141.6 degrees colder than ordinary water ice. Dry ice, therefore, will give many



Left:
Loading
chute
for
handling
dry ice
cakes into
new
streamline
freight
car.



Right:
Interior
view of
the
streamline
freight
car.

times the refrigerating service provided by water ice. In addition to this advantage, dry ice does not melt but evaporates, and therefore there is no water or other residue to be drained off. Dry ice simply reverts to its original form of gas and is dissipated in the atmosphere.

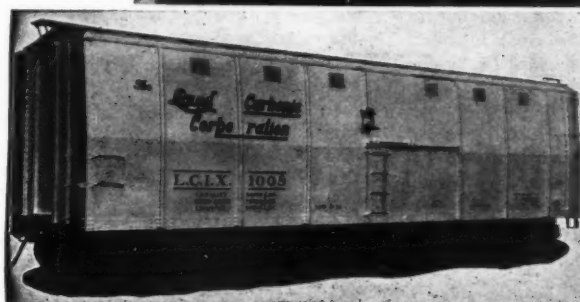
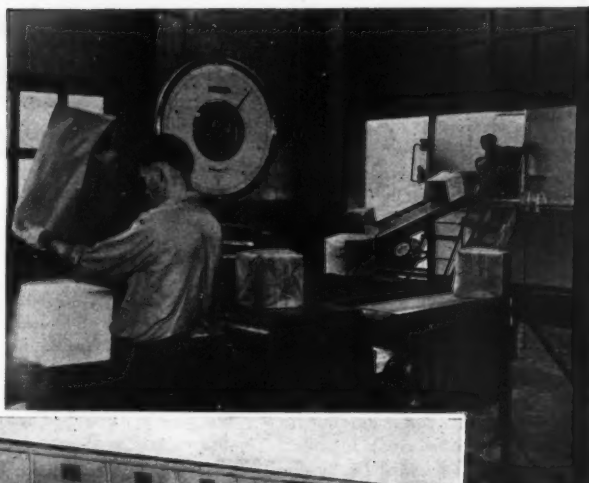
Transportation of dry ice from the point of its manufacture to the point of its distribution to consumers presented a problem originating from the fact that the refrigerant is entirely new. Hence no suitable means of transportation was at hand. While the use of dry ice has increased in leaps and bounds during the few years it has been commercially manufactured, greater and wider use has been handicapped by this transportation problem. It is believed these new cars will fill all the demands for economical transportation with the speed necessary to provide a fresh product and steady supply at consuming points.

The new design of these cars was necessary in order to give the proper headroom for loaders and unloaders working within the car, and at the same time get the clearance needed to pass the cars through tunnels, under viaducts and other overhead construction, as the new cars are approximately 2½ feet higher than the average freight car. The necessary space is obtained by sloping the sides from a point halfway from the sill to the roof, and sloping the roof at a slightly steeper angle than the roof of the average car. The sloping cuts a foot of space from the width of the car.

The cars are all steel construction, the sides being riveted and welded, and the lower half of the car is occupied entirely by the insulated steel storage bins for dry ice—eight bins in each car. These bins are set in pairs so that each pair can be insulated from the adjoining pair. There is a layer of 14 inches of insulating material on the floor under the bins and on the sides and ends, and 8 inches of insulation between the pairs of bins.

Dry ice is marketed in blocks of approximately 55 pounds each, and the steel bins have been constructed so that these blocks will fit snugly into the space allotted them. This arrangement makes loading and unloading easy and reduces loss by rubbing and vibration. The top of each bin is closed

Right:
Method of
loading a
streamline
car with
dry ice at
a liquid
branch
factory.



Left:
First of the
streamline
freight
cars.

with a kapok blanket 8 inches thick, placed on top of the ice.

Conveyors are used for loading and unloading. They are built in and run from the center to each end of the cars. There is a break in the middle, and into this break can be attached the end of the conveyor system at the loading and unloading points. The use of the entire bottom half of the car for bin space has made it necessary for the entrance to be placed halfway up the side, instead of from the roof to the floor as is usual. The door opens on the center dividing wall between bins. The bins extend the entire width of the car, but there is a continuous sill along the sides and ends. This sill gives ample space for workman to stand in loading and unloading.

The insulating material used is cork and balsam wood, set in pitch and so laid that it is absolutely seamless. In fact, the insulation actually becomes one solid mass into which the bins are set snugly and securely in a sheathing of fir wood.

The cars are 45 feet long and of standard width at the floor. This gives the car a capacity of 30 tons of dry ice. The construction and insulating system, however, makes it possible to ship parts of the complete load with maximum insulation under all conditions—in

other words, to use two bins or any multiple of two, and place any quantity of blocks in them up to capacity, and still have the benefit of maximum insulation. The sides of the upper half of the car are equipped with open ventilators which provide a free circulation of air at all times and thus prevent heating.

Bill to Compensate for Loss of Property

DISTRIBUTION AND WAREHOUSING'S
WASHINGTON BUREAU,
1157 National Press Building.

BECAUSE the Commissioner of Internal Revenue failed to take out fire insurance on cotton which was impounded in the Ouachita Warehouse, Camden, Ark., Congress has been asked to acknowledge liability on behalf of the United States Government and compensate about 100 persons who lost their property in a subsequent fire. The bill passed the Senate but adjournment delayed House action until January.

The Bureau of Internal Revenue assumed dominion over the cotton and shortly thereafter, on Sept. 29, 1934, fire destroyed the warehouse and its contents, according to Representative Parks of Arkansas. The amounts which would be paid claimants average about \$50.

—James J. Butler.



Background of current events
of interest to warehousing

THE MONTH AT WASHINGTON

Warehousing by 1949 Will Be Contributing \$782,000 Annually,
and Trucking \$1,719,000, Under Social Security Bill

DISTRIBUTION AND WAREHOUSING'S
WASHINGTON BUREAU.
1157 National Press Building.

WHEN contributions to the Federal old-age pension fund reach their maximum, in 1949, storage warehousemen will be paying \$732,450, and the cartage and trucking trades \$1,719,030, a year into the social security fund, which will then total billions.

This computation is based on the Department of Commerce Census of American Business, which covered operations in 1933, the year marking the mid-depression period. Conceivably, the amount which the industry will be donating when the cost reaches its high point may be much larger, assuming there is a continuance of the business swing toward normalcy and higher payrolls, inasmuch as the tax is levied against payrolls.

For purposes of the survey, the "storage warehouse" business was defined as follows:

"Both the commercial warehouse employed for the storage of merchandise and the establishment engaged in storing household effects for the individual are included. Some warehouse companies are engaged in buying and selling merchandise on their own account. Warehouses of this kind are considered wholesale establishments and are not included. Cold storage plants or warehouses are not included."

Following is the census definition of "cartage and trucking":

"Local cartage and trucking operators with established offices or

places of business engaged principally in local hauling for hire are included in this classification. Frequently a truck owner is engaged in the cartage and trucking business from his residence; operators of this kind are not included, as the census was confined to enterprises with established places of business which could be identified readily. The so-called long-distance truck transportation companies are not included. Establishments engaged primarily in warehousing and storage frequently do considerable trucking; they are classified however, as 'Storage warehouses.' Freight forwarders and customs house brokers are not included."

The figures do not take into consideration the payments which must be made by industry members operating in localities where State old-age pensions are in existence. The costs of the Federal plan are merely superimposed upon the State systems.

Employers who may have been lulling themselves with the thought that the old-age pension plan will find repose with other New Deal measures which have been blasted out of existence on Constitutional grounds may be doomed to disappointment. That the law will be challenged in the Courts, seems certain. Whether it will be ruled out is another question.

Chief stumbling block in the Administration's quest for the "more abundant life" has been its propensity for going beyond the bounds of those things which properly come within the realm of interstate commerce—its disregard

for the principle of State's rights. NRA was an instance.

The old-age pension law does not depend for its Constitutional existence on the commerce clause of the United States Constitution, however, but rests on the power of Congress to levy taxes "to provide for the common welfare." (Section 8, Article 1.)

There is an additional tax on employers of more than eight persons, the receipts to go toward sustaining the employment insurance features. They must pay an additional 1 per cent of their payrolls, beginning Jan. 1, 1936, to build up an unemployment insurance reserve. This levy increases 1 per cent in 1937, and a like amount in 1938.

In the absence of official figures on employment-per-establishment, the payments into the unemployment insurance fund by those having eight or more employees is not computable.

The Census of American Business listed 2,517 storage warehouses in operation, in 1933. Their total payroll was \$24,415,000. Using this payroll as a basis, the 1 per cent old-age pension tax for 1937, the first year in which it is payable, will be \$244,150. The same amount becomes due in 1938 and 1939. For the three years next following, the tax will be rated at 1½ per cent of the payroll; for the three years then following, at 2 per cent; for the next three, 2½ per cent; and in 1949 and thereafter, 3 per cent. The maximum annual cost to warehousemen, reckoned upon the census figures, will be \$732,450.

The census listed 23,102 cartage and trucking industry members, in 1933, with total payroll of \$57,301,000. Their first year donations would total \$573,010, and the maximum would be \$1,719,030.

Similar assessments are made against employees, and collection will be insured by having the employer deduct the amount due from each pay check.

Old-age pensions do not begin

until 1942. The date for starting payments was put back several years to insure creation of sizable funds before weakening withdrawals would be permitted.

—James J. Butler.

Warehoumen Borrowing from RFC Are Bound by All the Labor Provisions of Their Former NRA Codes

WAREHOUSING concerns which borrow funds for plant operation from the Reconstruction Finance Corporation or any other lending agency of the Federal Government would have found themselves bound by every labor provision of their extinct NRA Code had Congress approved the Walsh bill. The law, however, was tabled for January consideration in the rush for adjournment.

When the measure was reported out it was discovered that its provisions go far beyond what was expected when Congress set out to follow White House dictation in assembling the loose ends of the NIRA for a new form of Code control following the crushing decision in the Schecter case.

The bill, of course, is not retroactive. It would not apply to those who already received funds from the RFC or other Government branches, or who complete loans before its enactment.

When President Roosevelt first announced the policies of his skeletonized NRA, it was generally understood that enforcement of labor conditions of the discarded Codes related only to construction projects, financed by the PWA or under work-relief funds. The bill as it came from the committee's hands presents a much different picture. It not only returns the borrower from the Government to Code domination but requires him to insist that those from whom he purchases also adhere to the pacts which formerly governed their industries.

Warehoumen considering making application to the United States Government for funds will do well to study the implications of the following section of the Walsh bill:

"In all or any contracts or agreements made, extended, or modified hereafter by agencies of the United States for a loan (including Federal Reserve bank industrial loans) or grant of funds or labor to any private person or corporation, there shall be included a representation or agreement that during the expenditure of the funds so loaned or

granted or during the utilization of such labor his or its employees engaged in the operations involving the expenditure of funds so loaned or granted or the use of such labor have since the approval of this Act been paid not less than such minimum rates of pay and employed not to exceed such maximum hours as were specified in the approved Codes of Fair Competition promulgated pursuant to section 3(a) of the National Industrial Recovery Act approved June 16, 1933, and in effect May 26, 1935, applicable to their respective trades or industries, and will be paid not less than the minimum rates of pay and employed not more than the maximum hours labor as shall be specified in such contract for loan or grant and that no person under sixteen years of age and no convict labor has been or will be employed in the carrying out of such projects or operations or in production or furnishing of

articles, supplies, equipment, or services in connection therewith; and a further covenant that the borrower or grantee will require a similar written representation or agreement from those with whom it contracts or from whom it makes purchases of articles, materials, supplies, equipment or services in connection with the carrying out of projects or operations financed wholly or in part with the funds so loaned or granted or in connection with which such labor is used."

A warehouman borrowing funds for the construction of plant additions or installing equipment would be required only to require adherence to Codes governing the trades employed in such work. If, however, any part of the fund was used in storing operations, regardless of how small the percentage, the entire plant operation would be governed by the Code.

—James J. Butler.

I.C.C. Rejects Kansas City Warehouse Association's Rate-Loading Petition

THE Interstate Commerce Commission on July 31 declined to suspend the Western Territory rule whereby rail carriers would be permitted to load and unload shipments for two and a half cents a hundredweight, voting to reject a petition which had been filed by the Kansas City Warehoumen's Association.

The premise for the petition from the Kansas City group was that this western rate was below the cost of performing the service and thus constituted unfair competition with warehousing. In its petition to the I. C. C., the Association stated: "This petitioner believes it is a sound theory of transportation economics that the charge for every operation performed should include the cost of operation plus a reasonable profit.

"The members of this petitioner operate merchandise warehouses at Kansas City, in which they give the public various services in the way of storing merchandise, loading and unloading and distribut-

ing carload freight, etc. They have nothing to maintain themselves except the revenue which they obtain from such services, and they cannot treat their various services as an adjunct or accessorial service in order to secure business for their other facilities, but must operate and survive or perish upon the revenue they derive for the services they render."

The petition continued to state that this rate allowed the railroads to set themselves up as direct competitors of legitimate warehousers. While admitting the right of the carriers to do this, the warehoumen stated that this service is offered below the cost of operation.

In rejecting the petition the Commission made known its decision by a simple announcement of an adverse vote against the warehoumen's plea, without memorandum. In such cases the reasons for the decision are not made public unless there is a suspension of the rates.

—Edwin Hartrich.

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FROM THE LEGAL VIEWPOINT

By
LEO T. PARKER

A Furniture Mover Is Held Common Carrier

IT is well known that a Public Service Commission has no jurisdiction over private carriers. For this reason many common carriers expend considerable money and time in an endeavor to establish that they are private carriers when in fact they are legal common carriers.

It is important to know that the Courts look through any obscurity of this nature when determining.

The law is well settled that any man who undertakes to carry the goods of all persons indifferently is a common carrier. A similar definition and the one usually accepted is that a common carrier is one who undertakes, for hire or reward, to transport from place to place the goods of such as choose to employ him.

Moreover, the status of a common carrier is not changed by an occasional refusal to perform services for which he is equipped, or because he makes written contracts with his patrons, or advertises, he is a private carrier.

In the recent case of *James v. Public Service Commission*, Pittsburgh, 177 Atl. 343, it was shown that a man named James started a moving and transporting business in 1917 and operated with horses and wagons until 1920, when he substituted trucks. In 1924 and 1925 he operated eight trucks. His business now embraces (1) moving and transporting household goods; (2) selling and delivering ice and coal; (3) hauling interstate shipments; (4) long-distance intrastate hauling for several firms. He made special contracts for hauling for several manufacturers and mercantile establishments.

The Commission recognized his right to continue his coal and ice business and to haul interstate, but ordered him to cease transporting household goods within Pennsylvania.

James contended he is a private, not a common, carrier and therefore not under the jurisdiction of the Commission. He testified he accepts only such business as he is fitted to handle and he wishes to take, and then only after making a special oral or written contract. He admitted, however, that on a few occasions he hauled furniture without seeing the goods in advance.

Also, he proved that he advertised in the telephone directory and in the newspapers, as follows:

"By Special Contracts Only. Local and Long Distance Moving. Day and Night Service. Private Carrier. Moving, Hauling, Storage, Unlicensed. Local—Long dis-

Mr. Parker answers legal questions on warehousing, transfer and automotive affairs.

Send him your problems care of this magazine. There will be no charge for the service.

Publication of inquiries and Mr. Parker's replies gives worthwhile information to the industry generally.

tance moving, van service by special contract only; estimates cheerfully given."

Notwithstanding this testimony the higher Court sustained the Commission and refused to grant him a certificate to haul furniture in Pennsylvania. This Court said:

"No carrier serves all the public. His customers are limited by place, requirements, ability to pay and other facts. The public does not mean everybody all the time. . . . Mere schemes or devices to avoid the duties and responsibilities of a common carrier are impotent for the purpose intended when the true character of such acts is established. . . . If such schemes

were effective, any carrier might by this subterfuge evade regulation. We are all of the opinion that the Commission correctly disposed of the matter in holding the appellant was engaged as a common carrier in his operations connected with the moving of household goods."

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Verdict of Malicious Prosecution Upheld

IT seems customary procedure in many localities for lawyers to cause the arrest of debtors on certain complaints in order to force payment of a debt. Therefore it is important to know that nothing is better established than that a criminal prosecution brought by a creditor for the purpose of collecting a debt is *prima facie* evidence of malice, and will support an action for malicious prosecution.

In *Randall v. Fenton Storage Co.*, Philadelphia, 177 Atl. 575, it was shown that a storage company rented certain furniture to a woman at a stipulated rental under a written contract which contained a clause in which the woman agreed "not to remove the property from her premises without the consent in writing of the lessors [storage company]."

The user failed to pay the rental installments due, but paid, in all, \$70. Also, she moved the furniture from place to place in violation of the contract.

Through the advice of an attorney the warehouseman arrested the woman on a complaint occasioned by a removal of the furniture without consent of the warehouseman.

The woman proved she had not intended to steal the furniture, and was acquitted. She then sued the warehouseman for \$1,000 damages for malicious prosecution. The warehouseman attempted to avoid liability on the contention he had acted on advice from his attorney. However, the higher Court

held the warehouseman liable for \$1,000, and said:

"The fact that a prosecution is instituted upon advice of counsel is not conclusive evidence of the absence of malice."

Safeguarding the Goods

FREQUENTLY the Courts are presented the legal question: what duty does the owner and operator of a warehouse owe to the owner of merchandise with reference to the theft of goods, or property left therein?

The law has been established by the higher Courts that if chattels are damaged or stolen, or destroyed by fire, while in custody of the warehouseman, he is not liable if ordinary care had been used as would have been used by other careful and prudent warehousemen under the identical circumstances. On the other hand the mere fact that the merchandise is destroyed by fire or is stolen does not absolve the warehouseman from responsibility unless the testimony indicates that he had not used the care required by the law.

In other words, the rule adopted by the Courts in the modern decisions is that the proof of loss or damage by the owner of the goods establishes a *prima facie* case against the warehouseman. Therefore, where merchandise, or other chattels, is delivered to a warehouseman in good condition and it is returned in a damaged state, or is lost or not returned at all, the law presumes negligence to be the cause, and casts upon the warehouseman the burden of proving that the loss was due to causes not within his power to prevent by the application of ordinary care.

For example, in *Swain v. Twin City*, Winston-Salem, N. C., 178 S. E. 560, it was disclosed that while personal property was in care of a bailee a stranger entered the warehouse during the day, when employees were in the building, and, without being observed, stole the chattels. The owner of the chattels sued to recover the value of his property.

Although the lower Court held the owner of the merchandise entitled to a recovery, the higher Court promptly reversed this verdict, and said:

"The defendant as bailee assumed liability of ordinary care for the safe keeping. . . . The

bailee did not assume liability as insurer, and therefore did not become liable for the non-return of the property in good condition if he observed the ordinary care devolved upon him by reason of the bailment. . . ."

Truck Depot Held Not a Nuisance

WHEN deciding whether or not a business is a nuisance the Court keeps in mind that a lawful business should not be destroyed or unreasonably hampered unless absolutely necessary to the public good. Moreover, although noise alone may constitute a nuisance, it must be such a noise as to interfere materially with another's enjoyment of his life and property. In determining whether a noise is such as to constitute a nuisance, consideration must be given to the neighborhood and to the usual disturbances prevalent thereabouts. In other words, one person, or a small group of persons, cannot expect to interfere with the orderly progress of business. Therefore a Court will not grant an injunction against operation of a warehouse or a truck depot unless it is located in strictly a residential district.

For example, in *Village of Wadena v. Folkestad*, Wadena, Minn., 260 N. W. 221, the testimony indicated that a storage and trucking company's truck terminal, warehouse, and depot are located about a block and one-half off the main street and on a cross street. The square block in which the premises are located is otherwise residential property. However, within a block or so of the premises is a large public garage, a co-operative creamery, a furniture store, a funeral parlor, and another truck terminal or depot.

Certain property owners objected to the business. Suit was filed to obtain an injunction against further operation on the grounds that during the night the pulling of endgate chains, the running of motors, the loading of merchandise, the moving of loading platforms, and the flash and glare of the truck lights constituted a public nuisance and annoyed, injured and endangered the

When you ship goods to a fellow warehouseman use the Monthly Directory of Warehouses.

safety, health, comfort, and repose of a considerable number of residents of the town.

However, the higher Court refused to grant an injunction and said:

"In the case at bar it appears that the noises objected to are necessary to the operation of this depot, that the depot must operate at night, and that the district in which the depot is located is at best but semi-residential. . . . Surely it must be held that this depot was not a nuisance merely because it caused noise and the flash of truck headlights. If the operation of this depot is a nuisance, what of the other truck depot operated within the range of a city block?"

Selling Goods for Charges

LEGAL EDITOR, *Distribution and Warehousing*: As usual we read your legal viewpoints in *Distribution and Warehousing* and in going through the June issue were attracted by a sentence on page 42 under "Is Auction Legal After Part Payment Is Made?" reading:

"Moreover, any contract you may make with your customer is void and unenforceable if such contract violates any State law with respect to the sale of stored merchandise by a warehouseman to secure payment of a storage debt."

We are assuming that "merchandise" means also household goods. This sentence brings up the question as to whether a warehouseman for household goods may enter into a valid written agreement with a customer to the effect that in the event of failure to pay the storage and other charges, the warehouseman may sell the goods by private sale or otherwise without following the State law's outline of procedure covering the sale of goods. It is our impression from what we have read previously, and from the foregoing, that the owner of stored goods cannot enter into an agreement that might be intended to surrender his legal rights as provided by law. Please enlighten us.—Wm. H. Schaefer & Son, Inc.

Answer: Irrespective of the nature of a contract, it is void if it violates or contradicts the United States or State Constitution, or United States statutes; or, if it contradicts a State statute; or if it

is unnecessarily or unreasonably restrictive; or if it is against public policy and unlikely to promote and protect the public health, morals and welfare of the general public; or if it favors a particular class of firms or individuals.

For instance, a contract is void by the terms of which a warehouseman endeavors or attempts to avoid responsibility for loss or damage to stored merchandise, when such loss or damage results from negligence on the part of the warehouseman or his employees. This law is established because a contract of this kind is against public policy and unlikely to promote the welfare of the general public.

Obviously, therefore, a contract is void by the terms of which a warehouseman attempts to surmount or avoid a State law which regulates advertisements, notifications, and sale of stored goods for storage or other legal charges.

Goods Mortgaged and Otherwise

LEGAL EDITOR, *Distribution and Warehousing*: At different times we have had trouble with a loan company which holds recorded mortgages on goods we have in storage. They contend their mortgage always comes before our lien for storage. We have mortgaged goods in our warehouse with more than three years' storage charges due on them. The loan company knows that several lots are here because they have notified us that they intend to foreclose the mortgages. What are our rights in New York?—*Howard Moving and Storage*.

Answer: The only New York case involving the exact points of law is *Warehouse*, 224 N. Y. S. 71. In this case a warehouseman accepted two lots of goods for storage. Both lots were mortgaged. However, the mortgage on one of the articles was recorded, but the mortgage on the other was not recorded.

The holder of the mortgages notified the warehouseman he intended to take possession of the goods. The Court held the warehouseman entitled to full payment of the storage charges on the lot on which the mortgage was not recorded, and held the warehouseman entitled to payment for storage charges on the other lot from

the date the holder of the mortgage sent the notice that he intended to possess the goods.

Therefore it seems you are entitled to storage charges on goods from the date the first notification is received from the loan company. However, in order to be safe you should not accept any mortgaged goods for storage unless the mortgagee guarantees payment of your charges.

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Truckers as Purchasers

LEGAL EDITOR, *Distribution and Warehousing*: A question or two has arisen in our operation which we should appreciate your clarifying for us.

Where trucks are operated either as common carriers or contract haulers and are regulated by the Public Service Commission, making it necessary that a certificate of convenience and necessity be issued by the Public Service Commission of the State, if shipments are handled at lower than the published tariff rate, just how is a shipper involved if he uses such a cut-rate line?

Does the fact that the charges are collect relieve the shipper from any action that might be taken by the State against this truck line? It is our understanding that if a shipment is prepaid the shipper is involved. If sent collect he is not involved, and cannot be brought into any controversy.

Some concerns, we have been informed, authorize cut-rate truckers to make actual purchases for them. These truck lines are given money to pay for the merchandise; they make the purchase in their own name and the bill is made out to the trucker as a cash sale. It has been thought that making a purchaser out of a truckman might possibly enable him to haul for little or nothing if he so desires. It has, also, been thought that making a purchaser out of a truckman would act as protection for all three parties; the seller, the truckman, and the purchaser.

At your convenience we shall thank you for your opinion on the above.—*Long Warehouse*.

Answer: Obviously, if a truck owner, who operates under a certificate issued by the P. S. C., purchases merchandise and then sells such merchandise f. o. b. the purchaser's location, the purchaser would not be involved with the

P. S. C. providing no law with respect to purchasing goods from a common carrier is violated by the purchaser, and such transaction is not merely intended to obscure the real purpose—namely, obtaining low shipping charges or rates. The Courts will look through any obscurity of this kind and render its decisions accordingly, if sufficient proof is given which shows the true intent to avoid the letter of the law.

With respect to C. O. D. shipments, the Court in *Lewis*, 221 N. Y. S. 391, said:

"A shipment C. O. D. of goods contemplates that the carrier will collect the amount specified in cash, and, if a check is accepted in lieu thereof, it is done at the peril of the carrier."

Another important rule is that a consignor is liable for payment of freight charges, although the bill of lading contains a contrary stipulation.

For instance, in *Moss v. Michigan Cent. R. Co.*, 123 So. 90, it was disclosed that a shipper named Moss shipped merchandise "charges collect." The goods were delivered to the consignee, named Benjamin, and the freight charges amounting to \$177 were charged to his account.

The railroad company, being unable to collect the charges from Benjamin, sued Moss. The Court held Moss liable, and said:

"Ordinarily, the person from whom the goods are received for shipment assumes the obligation to pay the freight charges . . . even when the bill of lading imposes 'liability upon the consignee.' . . . In the absence of an agreement to the contrary, it seems to be well settled that the shipper assumes the obligation to pay the freight charges whether the bill of lading so requires or not."

Therefore, neither a C. O. D. shipment, nor charges authorized to be otherwise collected from the consignee, changes the relation or obligations of the shipper with respect to the carrier, and this answers the third paragraph of your question.

It may be stated that any person is responsible who aids another to perform a criminal act, or to perform any act otherwise in violation to a law, or to breach a contract or violate a valid regulation which results in loss of profits to another person, as a common carrier in this instance.

DEVELOPING NEW BUSINESS

Installation of household equipment as a side line

By H. A. HARING

ANYONE who talks with warehousemen quickly learns how seriously empty space hangs over their heads. With few exceptions the houses are partially unoccupied, and as long as the floors are bare the industry will feel gloomy. The condition is the same with cold storage, with merchandise, and with furniture.

The backbone of warehouse earnings, from the beginning, has been the revenue from storing—this being, of course, the original reason for a warehouse at all. No warehouseman is apt to be happy until he sees something moving into his unoccupied space. The emptiness stares him in the face all day and stalks through his dreams all night.

To fill the space will mean profits.

At the same time it is not necessarily the fact that profits can come to the warehouse only if, and only when, occupancy goes up.

This would be true if the warehouse had no other possible source of revenue. But such is not the case. If it were, the industry would be in a hopeless situation until occupancy goes up more than 50 per cent—a prospect seen by no one either in the industry or among distributors of goods.

The original storing and handling, which for thirty-five years were the whole of commercial warehousing, have today been supplemented by many operations purely "servicing" in their nature. Gradually each of these has been developed because the warehouse is equipped to perform some service to the community better or cheaper than any other agency. The "services" are not identical for all warehouses, nor for all cities, nor for all sections. Each "service" does, where it benefits the community, show a profit to the warehouse.

And: a profit from "servicing" shows up at the end of the year just as comfortably as a profit from storing goods.

The owner is gleeful to find a net balance in his favor. He soon forgets the detailed operations by which the net was achieved. Salaries, too, can be maintained when a profit is accruing from month to month, regardless of whether the occupancy percentage is 75 or hovers low in those awful 30's. Indeed, of a recent month, I was in one warehouse where the occupancy is below 10 per cent and yet the owner-manager told me his company is making money. This is a most extreme instance, and he is not "sure whether we're in the warehouse business or not," but, all the same, his wits have used the warehouse as a base for various "services" which are profitable. He believes that only a company set up as a warehouse is can perform what he offers his community "from the double standpoint of doing it for less money than anyone else and still making a nice thing for ourselves."

A person, therefore, who rambles among our warehouses is compelled to believe that salvation for some parts of the industry lies in "selling the idea of serving the community and not of storing goods." These are the words of a sensible leader, whose house is not over half filled with goods but whose men are employed every hour of the week and whose facilities other than space are working close to 90 per cent.

One of these "services" has spread from coast to coast. It is that of installing household and office equipment, sold by others. The chief items are mechanical refrigerators and ice boxes, water coolers and beer-chests manufactured under a dozen trade names.

Equipment is sold in two ways.



A specialty dealer represents the line of a single manufacturer. He usually has his own servicing department for original installations, removal of trade-ins, and repair of operating units. Under guidance of the factory his men claim to be experts for their own equipment. He seldom knows his costs to install or service. If he did he would be scared in all probability, chiefly because a small force of men and one or two light delivery cars cannot expand for peak days to meet the demand, and, if equal to peaks, it "eats its head off" for about forty weeks of the year. His servicing department, in other words, cannot be maintained to meet the ups and downs of the business.

The other way to sell such equipment is through the utility companies. Gas and electric companies display and sell not one, but many, brands of a refrigerator or water cooler or beer-chest. To a lesser extent the department stores do the same.

In city after city these large organizations, whether utility or department store, have turned to some outside agency to do the installing. Accustomed, as they are, to watch costs, they soon perceive that they cannot do this for themselves and keep within the allowance (in the selling price).

Their troubles come back to the same old cause: the high irregularity between peak and valley. If they could run at full speed all the time, the price allowance would be ample and yield a profit. But, try as they will by advertising and special sales, they have been unable to level off the seasonal buying and the "Saturday habit" (demands of purchasers that the equipment, bought late in the week, be in service for Saturday night). Therefore a sum per installation which looks generous actually nets them a loss. Their men and their equipping investment (chiefly trucks) are idle too much of the time.

Convention speakers and trade papers, both for utilities and department stores, have widely discussed these problems for four or five years. Rather unanimously they recommend a right-about face, such as was voiced at Atlantic City in 1933 at the utilities convention:

"Don't! Don't do it yourself. Let out the installations by contract and limit your losses. Idle time of your touch labor and supervision of the work will eat up more than you can make on the sale."

The utilities and the department stores sell three-fourths of all refrigerators. They sell probably nine-tenths of the beer-chests and branded water coolers, if we number ice companies among the utilities. Yet these large sales outlets prefer to contract out their installing, their deliveries, the handling of their trade-ins, and the reconditioning of damaged units.

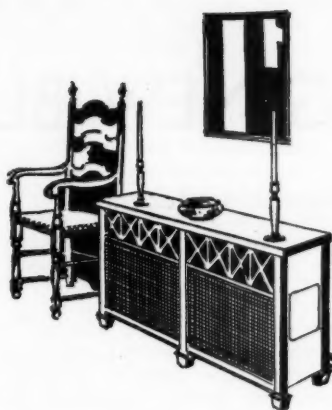
A public warehouse fits rather nicely into this need.

The warehouse is equipped to handle a refrigerator weighing 400 or 500 pounds. A water cooler or beer-chest may run to 300 pounds. Warehouse trucks do not stand idle on a day when no deliveries are to be made; they are merely diverted to other warehouse needs. The warehouse is accustomed to shifting men from job to job to meet peaks and valleys of work: that ability is the secret of the furniture warehousing industry which gets through the annual "moving days" of our cities without a flurry.

Men employed by a furniture warehouse are trained to enter a residence without leaving foot-prints across the floor; they know how to set in place a piece weighing 500 pounds without a mar to wall or furnishings; they are skilled in all the pitfalls of "tight places." They are ideally fitted to install household or office equipment with a minimum of fuss and confusion.

The warehouse office is prepared, too, for quick dispatch of the crews and for proper handling of the reports, so that the seller relieves his mind when he has filed the proper order for installation, and the housewife has no score for complaint.

Two or three warehouses have come to my notice where this business has not been satisfactory; one has told me that it lost the contract to some other concern on a low underbid. But, as a rule, the houses find it a happy source of



income, whether the refrigerators, etc., are stored with the house or not (often they are not). The installation is a "servicing" of the community's need at a profit—so attractive that any warehouseman might well look into the possibility for his locality.

Ordinarily, in selling this equipment, the promise is made that it will be installed "next day." Saturday sometimes gives trouble, because often the purchase is made during the week but the first down payment is not possible until Friday evening or even Saturday morning. Then, like Christmas deliveries, the equipment is wanted for the Saturday night party. Installations, in this manner, complicate the Saturday half-day for the warehouse crew.

Purchasers, for another matter, try to stipulate that the installation shall be made at a given hour. Not satisfied with "next day," they have imaginary reasons for demanding "between ten-thirty and eleven tomorrow morning."

"Double Rate"

Such a specification may play havoc with the delivery schedule, particularly if two such demands come for the same morning and do not happen to be in the same section of the city. Some warehousemen meet this situation rather cleverly by contracting that "when a definite hour is set, the rate shall be doubled." The seller then explains to the purchaser that installation is included in the quoted price but that an additional charge must be made for specified hours. When the price is named, the purchaser usually finds it possible to accept delivery any hour "next day." If, of course, the double charge is acceptable, the warehouseman can well afford to meet the conditions. The number of such

demands at a premium price is small at best and seldom is a special trip required. Hardly ever do two "special hours" under a double charge—fall together in one day.

For refrigerators, etc., the custom seems to be to send out three men on the truck. The truck parks while installation is completed.

For water coolers and beer-chests ordinarily two men to the truck are sufficient. This applies when volume warrants one truck for these units by themselves; when refrigerators and coolers are installed by a single crew, the three men would be sent out. A large proportion of water coolers are delivered within the downtown business zone—a fact greatly to the convenience of the warehouse. Beer-chests, on the contrary, seem to gravitate to the suburbs where a family lives in a dwelling of its own or, at most, in a two-family house or small-type apartment. City quarters do not provide floor space for the chest. Possibly, as one man suggests:

"Close in, they run to the store for a few bottles of beer. Out in the suburbs they buy it by the case."

Warehousemen tell me their crews can install from 15 to 20 units a day. Much of the time is lapped up getting from stop to stop, not of course in the actual handling into the house and setting up.

Luck plays a big part in the day's results, for no one can control the sales of the previous day at the utility's office or the department store.

The peak months of selling enable the crew to install more units per day, because the volume will be enough to load up several trucks in the morning, and, in thus being favored, the city can be divided into natural routes. In "slow months," when possibly only one crew will be at work for the day, the number possible to handle is smaller. The truck may be obliged to weave out of the city to suburbs in two or three directions.

The rates for installation are figured (1) on size of the unit and (2) distance to be covered. The distance is usually calculated into zones of 3, 5, 10 and 15 miles from down town centers, with a map at the selling office for ready reference.

For refrigerators, etc., I have been told of rates as low as \$2 for a small unit in the first zone and

(Concluded on page 44)

Burnside Smith, Aero Mayflower Transit's President, Is Killed as Plane Crashes into Mountain Peak

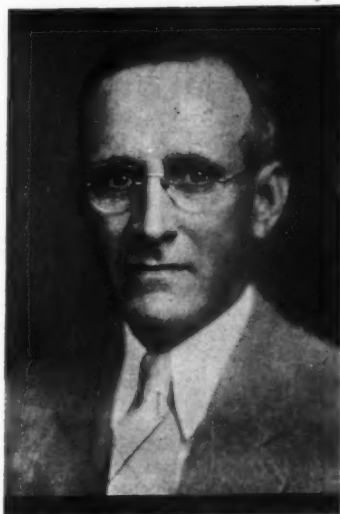
BURNSIDE SMITH, nationally known in the transportation field by virtue of his office as president of the Aero Mayflower Transit Company, with which the Mayflower Warehousemen's Association is affiliated, was instantly killed when his Aero Mayflower airplane crashed against the top of Laramie Peak, near Glendo, Wyo., on the evening of Aug. 15, the day on which Will Rogers and Wiley Post met death in a plane accident in Alaska.

Mr. Smith, who was 47 years old, was one of three victims in the crash at Laramie Peak. The others were his pilot, Richard A. Arnett, and the latter's bride of a month, the former Miss Eleanor Clark. All three were residents of Indianapolis, where the headquarters offices of Aero Mayflower are located.

Mr. Arnett, 28 years old and a close friend of Wiley Post, was president of the Central Aeronautical Corporation, with offices at the Indianapolis Municipal Airport. "Dick" Arnett at the controls of the Aero Mayflower plane had piloted Mr. Smith probably 100,000 miles on business trips to all parts of the United States without an accident until the fatal one.

The Aero Mayflower executive and the honeymoon couple were flying from Helena, Mont., toward Denver, along a route rarely taken because of the danger of sudden mountain storms. Their schedule was indefinite, and no concern regarding them was felt until they had remained unreported for four days.

A searching party headed by Mayor Adams of Glendo found the



BURNSIDE SMITH

bodies of Mr. Smith and Mr. Arnett badly burned in the plane. Mrs. Arnett, who was 23 years old, had been thrown clear of the wreckage. The plane had missed by only fifty feet clearing the top of the peak. Opinion was expressed that the victims had been instantly killed.

After being brought down the mountain the bodies were removed to Cheyenne, Wyo., where they were cremated. The ashes were transported by plane to Indianapolis, where they arrived on Aug. 24. Those of Mr. Smith were taken to a funeral home to await services, which were held on the following day, Sunday.

Burnside Smith's last public ap-

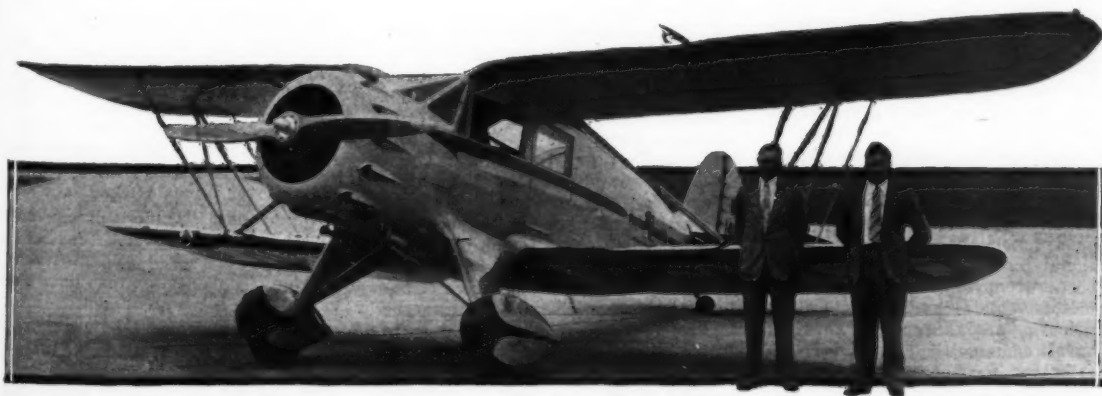
pearance in connection with warehousing was at the third annual Great Lakes District regional summer meeting, in Wawasee, Ind., on July 20-23. He served as umpire of a baseball game between teams of warehousemen.

Born at Hartsville, Ind., near Indianapolis, on Nov. 18, 1887, Burnside Smith removed with his family to Indianapolis when he was a small boy. He attended grade and high schools there, at the same time making deliveries in a one-horse wagon for his father, who was a pioneer in the wholesale grocery business in Indiana. About 1911, Burnside and a brother entered the retail grocery business and by 1919 had developed a chain of retail groceries in Indianapolis. In the latter year he reentered business with his father, taking over the active management, but sold out in 1924, after his father's death, and went to Florida for a year.

Returning to Indianapolis, Mr. Smith in 1927 became interested in the Aero Mayflower Transit Company and had since been its president. He aided in the organizing of the Mayflower Warehousemen's Association several years ago, and attended and addressed all of the Mayflower's national conventions and many of the regional meetings.

Vice-president of the Indiana Insurance Company, Mr. Smith was interested in a number of Indianapolis institutions. He was a Mason and a member of the Shrine and the Scottish Rite. He was to have been made a member of the Rotary Club on the day his body was found.

Mr. Smith is survived by his
(Concluded on page 33)



Burnside Smith and Richard A. Arnett, pilot, beside the Aero Mayflower aircraft which carried them to death in Wyoming on Aug. 15

MOTOR TRANSPORT

Trucking Will Go Under Federal Regulation on October 1;
Here Are the Highlights of Momentous Legislation

DISTRIBUTION AND WAREHOUSING'S
WASHINGTON BUREAU,
1157 National Press Building.

INTERSTATE motor trucking passed what Senator Burton K. Wheeler describes as "another milestone in our transportation development," on Aug. 9, when President Roosevelt signed the new Federal regulatory bill, effective Oct. 1, placing these carriers under Interstate Commerce Commission jurisdiction.

It was the culmination of many years of effort to bring about a Congressional enactment. Several Wheeler-Rayburn bills — named after their sponsors, the chairmen of the Senate and House Interstate and Foreign Commerce Committees — failed of passage in earlier years. Profitable experience under the centralized control made possible by the National Recovery Administration, and a desire to preserve the benefits that accrued therefrom, are considered to be the controlling reasons for success at this session of Congress.

By the terms of the measure every common carrier truck operator who was in business on June 1 will receive an interstate certificate as a matter of right. Every contract truck operator who was in business July 1 will receive his interstate permit. Both will be allowed to add to their facilities as necessary. The operators who go into business after those dates will have to prove that their operations are, or will be, in the public interest.

Specific exemptions were written in for the following (except insofar as safety and labor provisions are concerned): school busses; taxicabs; hotel cabs; busses used in national parks; farm vehicles; farm cooperative vehicles; trolley busses; motor vehicles carrying livestock, fish or unmanufactured agricultural commodities; vehicles distributing newspapers; also, a conditional exemption for trucks used in zones commercially a part of a

municipality although actually in two States, and casual, occasional or reciprocal operators.

All interstate carriers will be subject to a provision regulating qualifications and hours of service of employees and safety of operators. As a basis for such rules, a study is authorized to determine reasonable requirements to promote safety of operation.

The basic principle of regulation is that certificates of public convenience and necessity for common carriers, permits for contract carriers, and licenses for brokers must be obtained in order to start in business. Carriers coming within the "grandfather clause" are not affected, however, their certificates or permits being available as a matter of right.

Filing of rates and tariffs and their regulation is covered in varying degrees for differing types.

Mergers, consolidations and security issues of large motor operators must be approved by the Commission, but this does not apply to small operators having not more than 20 vehicles, nor does it apply to security issues of less than \$500,000.

The Interstate Commerce Commission already has set up a separate division to administer the Act, with Coordinator Joseph B. Eastman designated as chairman. John L. Rogers, who had been executive assistant to the Coordinator, was named director of the division, officially known as the Bureau of Motor Carriers. In addition, there is a system of joint boards consisting of a member from each State in which the carrier is in operation, or in which operation is proposed. This is designed to blanket the country with administrative tribunals which will save operators the time and expense of coming to Washington for hearings. It will also speed decisions and avoid the delay which is a part of railroad procedure before I. C. C.

Discussing the general transportation program after his bill had received Presidential approval, Senator Wheeler said:

"This Act is the first step in the direction of a complete and coordinated program of legislation touching all forms of transportation. The ultimate objective of the entire program is a coordinated system for the nation which will supply the most efficient means of transport and furnish service as cheaply as is consistent with fair treatment of labor, and with earnings which will support adequate credit and the ability to expand as need develops, and to take advantage of all improvements in the art. All parts of such a system or transportation should be in the hands of reliable and responsible operators whose charges for service will be known, dependable, reasonable, and free from unjust discrimination.

"The Act purposes bringing about such conditions among the interstate motor carriers, the only ones now wholly unregulated by Federal authority."

As a matter of legal arrangement, the new bill becomes Part 2 of the Interstate Commerce Commission Act, the original Act being designated Part 1 in the future. Following are its provisions:

Declaration of Policy. To so regulate carriers as to preserve their inherent advantages; to promote adequate, economical, and efficient service, at reasonable rates; to regulate interstate operations, but reserve to States their complete control over intrastate carriage.

Definitions. Defines, in conventional terms, "common carrier," "contract carrier," and "private carrier." This section also lists the exemptions already named.

Duties and Powers of the Commission. Empowers I. C. C. to establish reasonable requirements with respect to uniform accounts, records, hours of service, safety of

TATION

Department Conducted by
F. Eugene Spooner

operation and equipment for common and contract carriers. With respect to common carriers, the Commission may set up requirements governing continuous and adequate service. Only when found necessary, after study, may operating conditions and equipment regulations be imposed upon private carriers. Brokers shall be licensed and regulated with reference to responsibility, accounts, operations and practices, and may be divided into classifications based upon type of business. This section includes the usual orders to the Commission to enforce the law. In this connection, I. C. C. is directed either upon complaint or upon its own initiative to investigate whether any carrier is complying with the law, and to issue appropriate orders.

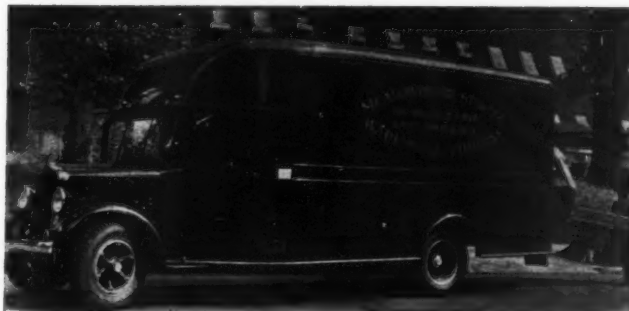
Joint Boards. Sets up boards consisting of representatives from two or more States as administrative adjuncts to I. C. C. When operations of a carrier involve not more than three States, I. C. C. must refer, to the joint board for the area involved, matters dealing with applications for certificates, permits or licenses; suspensions and revocations; applications for authority to merge; complaints as to violations of the safety requirements; complaints on brokers' practices. The Commission may refer matters affecting more than three States to such boards. State regulatory boards may designate their joint board representatives.

Certificates. Directs that common carriers now in business but not in operation prior to June 1, 1935, must apply within 120 days for permission to continue. Registration under NRA Codes accepted as proof of operation. Provides common carriers proposing to enter business must first obtain certificates of public convenience and necessity. Sets up procedure for filing application.

Permits. Requirements for contract carriers, similar to those for contract carriers except that the certificate shall specify the scope of operation and the business of the carrier. Those in operation on July 1, 1935, receive permits as matter of right.

Licenses. Granted to brokers who engage only regulated carriers. Car-

Meadowbrook Company Adds a De Luxe Van



MOUNTED on a Model 702 White chassis, the body here illustrated, of semi-de luxe type, was built for the Meadowbrook Storage Warehouse Co., East Orange, N. J., by the Gerstenslager Co., Wooster, Ohio.

This lightweight body contains approximately 700 cubic feet inside with tailgate and doors closed, and about 825 cubic feet with tail-

gate load. Inside measurements are length 13 feet and height 7 feet 3 inches, while outside width is 96 inches. The body has a 30-inch tailgate with double half-doors above, and is equipped with windshield, rear-view mirror, and necessary courtesies and dome lights.

Meadowbrook painted the body dark green with gold-leaf lettering.

riers not required to procure licenses. Brokers must file bond.

Suspension of Certificates, etc. Good until revoked for violation, with violator given 90 days' notice. Permits transfers.

Mergers. Requires I. C. C. permission for mergers, specifies conditions, and provides that any carriers affected by an order under this section are exempted from the antitrust laws.

Securities. I. C. C. approval required if exceed \$500,000.

Insurance. Certificates or permits issued, or remain in force, only while carrier files approval of surety bonds, insurance policies, qualifies as self-insurer, in amounts I. C. C. may require. Amount of bond or policy conditioned on carrier making good losses.

Common Carrier Rates, etc. Common carriers must establish and observe reasonable rates, may establish through routes and joint rates with other carriers. Undue preference or unjust discrimination

is forbidden. Commission to conduct hearings on rate complaints, classifications, rules, regulations, practices, joint rates, or division of joint rates.

Gives Commission same powers with reference to suspension of schedules as now exists with reference to rail tariffs. Must print and file rates and tariffs, and cannot change without 30 days' notice to Commission, unless specially permitted.

Contract Schedules. Contract carriers must print, file and post schedules of rates, and cannot change minimums without 30 days' notice, unless relieved from this requirement by I. C. C. The Commission may reject minimum rates and establish fair charges based on cost of service, if tariff considered too low.

Bills of Lading. Adopts same requirement as now exists for rail carriers.

Accounts, Records, Reports. I. C. C. may require periodical or special

reports from carriers, to be made under oath. May also require copies of contracts and agreements; may prescribe accounts and records; have access to all properties, records, memoranda, correspondence, etc.

Service of Process. Each carrier subject to Act must file with I. C. C. and State board, name of agent designated to accept process.

Penalties. Fine of \$100 for first offense and \$500 each day for each subsequent offense, each day of violation a separate offense. Anyone offering, giving or soliciting transportation for less than applicable rate is guilty of misdemeanor, to be fined \$500 for first offense and \$2,000 for each subsequent offense. I. C. C. agent disclosing accounts or records of carrier subject to fine of \$5,000 and sentence of two years. Carriers and brokers prohibited from disclosing information about business of shippers. Fine of not less than \$100 and not more than \$5,000 for carriers failing to make reports and keep records and accounts as prescribed by I. C. C.

Collections. Carrier cannot surrender property until charges collected, unless shipment carried for United States or a State or municipality.

Insignia. I. C. C. may require display on each vehicle of identification plates, for which carriers must pay.

Studies. Commission may investigate and report on the need for Federal regulation of the sizes and weights of motor vehicles and combinations of motor vehicles, and of the qualifications and maximum hours of service of employees of all motor carriers and private carriers of property by motor vehicle.

Closing sections include the usual provision that the law is separable and the unconstitutionality of one feature shall not render the entire law unconstitutional; and declare the Act effective Oct. 1, unless the I. C. C. postpones the applicability of any provision until not later than April 1, 1936.

—James J. Butler.

Motor Carriers' Division Created; Rogers Director

DISTRIBUTION AND WAREHOUSING'S
WASHINGTON BUREAU.
1157 National Press Building.

COINCIDENT with Presidential approval of the Federal bus and truck regulatory bill the Interstate Commerce Commission announced creation of a "motor carriers division" headed by Coordinator Joseph B. Eastman.

The new division will consist of three members. Mr. Eastman's chairmanship may not be permanent. His tenure of office will be governed by the extent to which it

takes from the time necessary for fulfillment of the duties of coordinator.

John L. Rogers has been appointed director of the new bureau. Born in Knoxville in 1889, Mr. Rogers began his career in the mechanical department of the Southern Railway. He later attended University of Tennessee and George Washington University and secured a degree in mechanical engineering. In 1917 he entered the service of the I.C.C. as a mechanical engineer in the Bureau of Locomotive Inspection, and by night work secured a degree from National University Law School and was admitted to the Bar. In 1925 he became a special examiner in the Bureau of Service. In 1933 he became the executive assistant of the Federal Coordinator of Transportation. In addition to his study of engineering and law, he has studied accounting.

In his work with the Commission, Mr. Rogers handled various complicated cases, notably extensive investigations of refrigeration charges, as well as mechanical problems involving locomotive equipment, and he played an important part in the six-hour day investigation. Several years ago he began an intensive study of motor carriers and their regulation, and has continued to keep in close touch with this subject, particularly in his work with the Federal Coordinator of Transportation.

—George H. Manning, Jr.

Storage Executives Are on State Committees to Building Trucking Rates

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RATE and tariff committees for twenty-three of the States and the District of Columbia, as suggested by State trucking groups, had been approved up to Aug. 19

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"Honesty Officer—It Just Sprang Up From No Where"
—Automobile Trade Journal

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by the American Trucking Associations, Inc. They will function in cooperation with the A. T. A. national rate committee.

The latter will hold its first meeting after the State committees have made recommendations as to how tariff classifications and the rate problem may be worked out by the organized industry.

State committees thus far announced include a number of warehousing executives, as follows:

District of Columbia: C. B. Buck, vice-president Merchants Transfer & Storage Co., Washington.

Idaho: M. A. Compton, secretary Compton Transfer & Storage Co., Boise; C. A. Garrett, president Garrett Transfer & Storage Co., Pocatello.

Illinois: M. P. Hall, treasurer Danville Transfer & Storage Co., Danville.

Louisiana: George E. Butler, secretary O. K. Storage & Transfer Co., New Orleans; J. B. Herrin, president Herrin Transfer & Warehouse Co., Inc., Shreveport; Paul Maloney, Jr., president Maloney Trucking & Storage, Inc., New Orleans.

Mississippi: Ernest B. Lewy, operating executive Ernest B. Lewy Storage & Transfer, Greenville; J. P. Ricks, president Ricks Storage Company, Inc., Jackson, and president Mayflower Warehousemen's Association.

Montana: Carl H. Suhr, secretary Great Falls Transfer & Storage Company, Great Falls.

North Carolina: R. S. Koonce, manager Carolina Storage & Distributing Co., Raleigh.

Oklahoma: Doane R. Farr, owner Clinton Transfer & Storage Co., Clinton.

Texas: R. E. Abernathy, president Dallas-Trinity Warehouse Company, Dallas; H. E. English, operator Red Ball Motor Freight Lines, Lufkin, identified with Houston Port Warehouse Company, Houston.

—George H. Manning, Jr.

A. T. A. Annual in Chicago Oct. 14-15

THE American Trucking Associations, Inc., will hold its second annual convention on Oct. 14 and 15 in Chicago, which was chosen as a meeting place because of its central location.

Although it is doubted whether this year's convention will attract the attendance of last year in as much as the code is no longer operating as a drawing power, the Federal regulatory bill may stimulate nationwide interest in the A.T.A. convention. It is maintained that the industry is far more united than last year.

Streamline Coupe Cab Features Improved Mack Traffic Truck

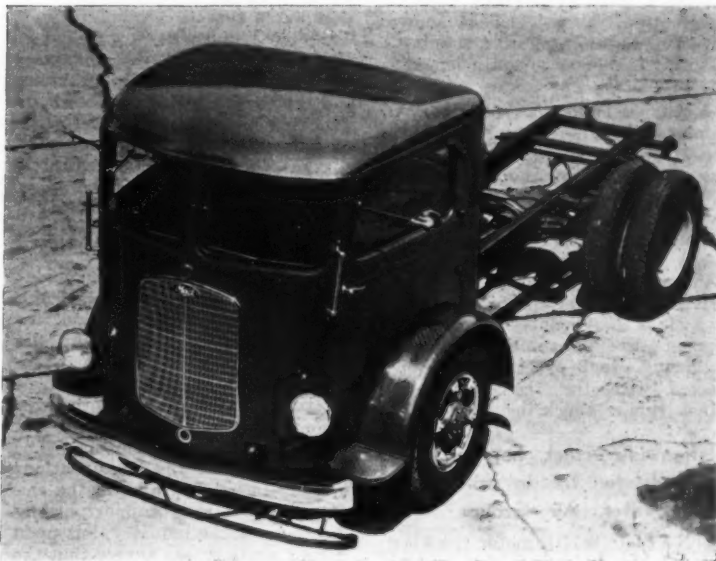
MODERNLY STYLED streamlined coupe cabs with integral all-metal roof construction feature the new and improved versions of Mack's CH and CJ Traffic Type trucks—the Mack cab-over-engine models. An outstanding development is the use of a roll-out powerplant which permits the withdrawal of the powerplant as a unit through the front, thereby providing greatly increased engine accessibility. The new trucks also have shorter wheelbases for given platform lengths, made possible by further setting back of the front axle.

In keeping with modern design, the new cabs present a gracefully sloping front sheet and windshield which, together with a smooth radiator grille, permit a harmonious blending with streamline body types now so popular. Of all-metal construction, the roof is built integral with the cab, a construction which parallels the most advanced automobile body design and represents a distinct departure in motor truck cab construction.

Special attention has been paid to ease of entrance and exit. Doors, unusually wide, are conveniently hinged at rear. A wide, easy-mounting step is located at front of fender at bumper height, and in addition there is a step tread atop fender. Chromium-plated grab rails are immediately adjacent to door handles. Windshield is divided vertically in two sections arranged in a shallow V and slanted to prevent reflection. Each section is hinged at top, thus allowing each to be opened or closed independently of the other.

Driver Comfort

Driver comfort was a main consideration in the design of the new cabs. The driver's seat is easily adjustable. Seats and back cushions have deep springs with rubberized as well as interlaced curled hair pads, and are covered with genuine leather. Back cushions are of the high-back inclined type. In addition to the ventilating windshields and the drop windows in the doors, the front sheet is fitted with two large door-type hatch ventilators, located on either side of radiator grille. Two screened ventilators are also located over top of windshield frames. There are two fixed back windows in the cabs, which are of ample size and are located close to sides to provide maximum rear vision.



A feature of the de luxe cab appointments is an ultra-modern instrument board with clock-type instruments illuminated by indirect lighting. Besides the usual instruments, the board is fitted with a combination gasoline and crankcase-oil-capacity gage. By pressing a button the driver is able to determine instantly from the gasoline gage just how much oil is in the crankcase. Other cab appointments include automatic windshield wipers, rear-view mirrors, dome light, and coat hooks.

A distinct innovation in truck design, the roll-out powerplant permits withdrawal of engine, clutch, transmission and radiator as a unit. The roll-out feature comprises a sub-frame mounting of powerplant whereby it may be rolled out the front of the truck on its own rollers; removal or replacement can be accomplished by one man in about an hour and a half. The subframe to which these components are permanently mounted has four rollers which are disposed within the channel of the main frame side members, upon which it rolls when being pulled out or pushed into position. When in position, however, these rollers are idle, sub-frame being then rigidly locked to main frame by 12 large bolts, and is pulled into position by two heavy screw-jacks, one on each side. Withdrawal requires merely removal of radiator grille and bumper, lifting of the engine inclosure within the cab, and dis-

connecting of the powerplant. To simplify the latter, all electrical connections are disconnected with one motion through a multiple connector and socket located under instrument board.

For routine adjustments and minor repairs all units are readily accessible. Located between floorboard and seats, the engine is covered by a double-shell housing of aluminum heavily insulated on the inside, and seating in a felt-filled channel, being thus heat-tight, acoustically dead, and gas-proof. This inclosure is in two parts, the main housing being hinged at upper rear edge, while the smaller housing is fitted against front sheet. The main housing may be raised and held back against back of the cab, thus providing access to spark plugs, distributor, generator, oil filter, and valve tappets. Toggle hood latches hold the housing tight. The rear of the engine inclosure terminates in a grille in lower part of back of cab, through which part of the radiator air escapes. Seats are so arranged that they can either be readily folded flat against back of cab or removed, exposing under driver's seat the battery, which is mounted in a steel box, ventilated from below, and with outside binding posts, and permitting easy removal of floorboard under helper's seat for access to valves, carburetor, manifolds, etc.

Wheelbases are 6 inches less than on previous Traffic Type

Macks for same given platform length. This has been made possible by a further setting back of front axle, the front axle to back-of-cab dimension being now 24 inches as compared with the previous 30 inches. Retaining their one-third, two-thirds gross weight distribution, these chassis now have, in addition, shorter turning radii and shorter overall length, due to shorter wheelbases.

Mechanical details remain unchanged, the CH being powered by the Mack 4 x 5½, 108-horsepower engine; the CJ by the 4½ x 5½, 118-horsepower engine. Drive from the dry single-plate clutch is taken through a 4-speed selective sliding gear unit-with-engine transmission and thence through a two-part driveshaft with 4 universal joints to a Mack dual reduction rear axle. Springs are unusually long and, following Mack practice, are connected with the frame through Mack rubber shock insulators.

Nationwide Truck Service Planned; to Tie in with Rail, Water, Air Groups

A NATIONWIDE motor trucking service which will handle transcontinental and other long haul shipments of freight, and also take care of store-door pick-up and delivery service of a local nature, is being organized by the Keshin Motor Express Co., Chicago. Active in the project is the firm of Lehman Brothers, investment banking house, and John D. Hertz, a partner in the banking firm and long identified with the transportation field.

The central figure in the project is J. L. Keshin, long an advocate of Federal truck regulation, which is about to become operative.

Under the present plans the new project will be the "Greyhound" of the trucking industry and will be formed through the merger of smaller units in the large cities. It is planned to operate on a regional basis and to make agreements with the leading railroads of the country for the delivery of their freight for store-door delivery. Through this coordination the new company will seek to eliminate countless overlappings and duplications of service.

Chicago will form the hub of the transportation organization. From it, as a focal center, will radiate in all directions main lines to key destination cities. Freight rates will be maintained on all the routes. From the main lines it is planned to extend minor operations to give service to smaller communities now deprived of direct transportation service.

It is also stated that in the long distance haulage business a coordinated service with the rail car-

riers will be developed, as well as with air and water agencies.

Truck Group Recommends Charges Based on Costs Plus Reasonable Profit

DISTRIBUTION AND WAREHOUSING'S WASHINGTON BUREAU.
1157 National Press Building.

AFTER several weeks of consideration the national rates and tariffs committee of American Trucking Associations, Inc., has recommended to the industry that charges for service be predicated on actual operating costs, plus reasonable profits, and applied to a commodity classification plan to be developed.

In arriving at this recommendation the committee, headed by Maurice Tucker, South Bend, rejected the policy of "what the traffic will bear" and spurned tariffs based on rail rates with rail or truck classifications. Both principles of rate-making had support among committee members. The suggestion that the classifications already in use by railroads be employed had strong support among members of the industry, but upon deeper study it was agreed that the peculiar requirements of the trucking industry demand classifications designed to meet these peculiar needs.

Under the Federal regulatory law, interstate trucks subject to I.C.C. jurisdiction must file rates not later than Oct. 1. Contract carriers must file minimum charges on or before that date.

Simplicity Urged

Simplicity should be the watchword if difficulties in the application of rates are to be avoided, the committee warned the industry. In a prepared statement, the Tucker group said:

"The committee realizes that in some sections of the country many operators, through custom, have developed the use of rail rates and classifications. In so doing, they may have developed their accounting system to substantiate this method of applying rates. These operators may contend that to change their accounting systems and their practices with the shipping public would involve considerable expense and be quite difficult of accomplishment. The committee also realizes that the shippers must be given consideration in so far as they may desire traffic moving by different modes of transportation to be classified under one method, and rates applied accordingly.

"Another factor that may enter into the early consideration of motor carriers is that rates established through jurisdiction of State utility commissions for intrastate transportation, in many instances,

have followed rail rates and classifications. This may present a handicap, especially where carriers perform both intrastate and interstate service. There are some States, however, which do not care to use the rail rate basis as a guide for truck rates."

Alluding to the rejected principle of basing rates on "what the traffic will bear," the committee stated:

"We understand that some operators feel they should be privileged to establish rates according to the conditions they actually experience, with consideration given to the flow of tonnage, the comparative volume moving in each direction, the value of the commodities transported, the availability of tonnage from certain shippers, territorial conditions, and other factors."

The committee asserted that in its deliberations it kept in mind the following provision of the Motor Carrier Act:

"In the exercise of its powers to prescribe just and reasonable rates the Commission shall give due consideration to the inherent advantages of transportation by such carriers; to the effect of rates upon the movement of traffic by such carriers; to the need, in the public interest, of adequate and efficient transportation service by such carriers at the lowest cost consistent with the furnishing of such service; and to the need of revenues sufficient to enable such carriers, under honest, economical, and efficient management, to provide such service."

The requirements of the furniture moving and storing units in the trucking industry, which are expected soon to be a part of A.T.A., were considered at great length. The committee was aided in this discussion by John L. Wilkinson, Charlotte, N. C., a committee member and a leader in the movers' group.

—James J. Butler.

Rate Schedule Ruling

DISTRIBUTION AND WAREHOUSING'S WASHINGTON BUREAU.
1157 National Press Building.

PROPOSED rate schedules filed with the Interstate Commerce Commission to meet motor truck competition, establishing all-commodity rates on merchandise, in carloads, from Cincinnati to Atlanta and Birmingham, have been found unlawful in a decision rendered by the Commission.

The proposed rates were designed to obtain traffic shipped by the Universal Carloading and Distributing Company. Carriers in the Southern Railway System supported the proposal, while other southern railroads and railway express agencies opposed it.

—George H. Manning, Jr.

Burnside Smith Victim in an Airplane Crash

(Concluded from page 27)

widow; a son, John; and a daughter, Mary Alice.

By telegraph to *Distribution and Warehousing*, J. P. Ricks, Jackson, Miss., president of the Mayflower Warehousemen's Association, paid the following tribute:

"The recent tragic death of Burnside Smith, president of the Aero Mayflower Transit Company, was a shock to his many friends and associates. Burnside was comparatively new to the transportation field. He entered it about seven years ago as a stranger to most of us. Through his ability, untiring effort and magnetic personality he built an organization that will stand out as a credit to himself and the industry. He leaves a financially strong organization which, inspired by this great leader, will carry on the business. I have lost a true personal friend, and the industry a man whose place it will be difficult to fill."

Aero Mayflower Transit's board of directors met in Indianapolis on Aug. 25 and elected Parke A. Cooling president in succession to Mr. Smith. Mr. Cooling is president of the Indiana Insurance Company and has been a familiar figure at Mayflower W. A. conventions.

John Sloan Smith, Mr. Smith's son, was elected a vice-president. C. J. Neal, treasurer of the Neal Storage Co., Cleveland, and C. M. Gentry, Indianapolis, continue as vice-presidents, and E. S. Hughes as secretary. Ernest S. Wheaton, Indianapolis, was elected treasurer and general manager and assumes active charge of the organization's operations. Mr. Wheaton is secretary and treasurer of the Mayflower W. A. and will continue in that capacity until a successor is elected.

Horace T. Smith of Meriden Is Dead

Horace T. Smith, president of the H. T. Smith Express Co., household goods and merchandise storage firm in Meriden, Conn., died on Aug. 15 after a long illness of heart disease. He was aged 43. He was the third generation to head the Meriden company, which was established by his grandfather, also Horace T., 76 years ago, and later conducted by his father, the late George P. Smith.

Mr. Smith entered the storage business immediately after the close of his schooling and remained with it all his life except for a year and a half of World War service in the U. S. Navy. Besides his widow, his mother and

two sisters, he is survived by four brothers, Karl D., Stephen L. and Jere P. Smith, all officers of the company, and Dr. George Allen Smith of Washington, Conn. Stephen L. Smith is mayor of Meriden and is a past president of the Motor Truck Association of Connecticut.

Mr. Smith was a member of the National Furniture Warehousemen's Association and the Connecticut Warehousemen's Association.

Robert V. H. Work Dies, Aged 38

Robert V. H. Work, formerly vice-president and general manager of the Weicker Transfer and Storage Company, Denver, died suddenly in a Hollywood, Cal., hotel on Aug. 23. He was 38 years old.

Son of Dr. Hubert Work, who was Secretary of the Interior in the Cabinet of President Calvin Coolidge, Mr. Work was at one time nationally known in the household goods storage industry, having frequently appeared on the program at conventions of the National Furniture Warehousemen's Association. He was a graduate of the University of Colorado.

M. T. Niman Dies

Miles T. Niman, president of Niman Transfer and Storage Company, Indianapolis, died in a local hospital on July 27, after illness of a year.

Mr. Niman, who had headed the Niman firm since the death of his father, its founder, three years ago, was born in Mansfield, Ohio, fifty-one years ago. He attended the public schools there and in Indianapolis, where he was an outstanding football player. He was a member of Marion Lodge No. 35, F. and A. M., the Scottish Rite, the Murat Temple, the Gyro Club, and the Traffic Club of Indianapolis. In recent years he had maintained a fruit and dairy farm and a riding stable.

Capital Stock Increased

The Commercial Warehouse Co., Oklahoma City, recently increased its capital stock from \$10,000 to \$25,000. An additional \$13,000 was set aside as surplus, giving the company a combined working capital of \$38,000.

A pickup and delivery service has been inaugurated for the fifteen companies operating out of Commercial's truck terminal, opened last spring.

Syracuse Operators Protest "Ruinous" Free Storage by State Barge Canal System

PROTEST by Syracuse warehouse owners that they cannot meet the "ruinous competition" arising from 30-day free storage granted to shippers using the New York State Barge Canal has been carried to the State Department of Public Works.

The protest of the warehouse group was presented to the transportation committee of the Syracuse Chamber of Commerce. As a result Fred M. Varah, manager of the chamber's traffic bureau, has requested H. H. Schemmerhorn, commissioner of State canals and waterways, to make a survey of the warehousing situation.

Mr. Varah, in presenting the situation to the State official, declared no other existing forms of transportation permit free storage to the extent provided by the State and that those who are in the warehousing business are subjected to competition of a ruinous sort.

He pointed out that Syracuse warehouses do not suffer so much from the lower rates quoted by the canal terminal as from the unusually long period of free storage permitted by the State.

Mr. Varah asserted that the Syracuse storage operators were not advocating elimination of the free time storage; they wished only to have a survey made to determine "what might be a reasonable length of time for free storage of canal traffic."

In a letter replying to the Chamber's protest, H. O. Schermerhorn, the State's canals and waterways commissioner, said nothing could be done about the situation this year and that "in all probability no fixed rules can be devised which would be 100 per cent satisfactory to the canal operators on the one hand and the storage operators on the other."

Mr. Varah responded with a letter reiterating his request for a survey with a view to correction prior to the opening of the 1936 canal season. Such an inquiry, he wrote, would show that the free storage periods along the waterway vary in length, with no free period whatever at Albany.

One local warehouse owner described the situation in the following terms:

"Here we are with a big building, fine facilities, paying all kinds of taxes, battling hard every day with stiff competition from every side, and on top of that the State, which takes our taxes, steps in with the worst competition of all."

TRADE GROUP ACTIVITIES

Association news of
national interest

Homuth New President of Wisconsin Association

THE Wisconsin Warehousemen's Association held its twelfth annual meeting on Aug. 10 at Green Bay, Wis. Officers were elected as follows:

President, E. F. Homuth, president Anchor Transfer & Storage Co., Fond du Lac.

Merchandise Division Vice-President, E. H. Ottman, secretary National Warehouse Corporation, Milwaukee.

Furniture Division Vice-President, H. P. Melius, secretary Boulevard Fireproof Warehouse Co., Inc., Milwaukee.

Cold Storage Division Vice-President, Harvey S. Paull, president Milwaukee Cold Storage Co.

Secretary, Anthony L. Fischer, manager Atlas Storage Company, Milwaukee.

Treasurer, George E. Nelson, manager David Nelson & Son, Kenosha.

Directors, Henry C. Kuehn, secretary Wisconsin Cold Storage Co.; Willis Warren, manager National Terminals Corporation; C. J. Hansen, president Hansen Storage Co.; William J. E. Schaus, president United Fireproof Warehouse Co., all of Milwaukee and R. M. Leicht, secretary Leicht Transfer & Storage Co., Green Bay.

Cold Storage Operators Form East-North Central Chapter

THE East-North Central Chapter of the Association of Refrigerated Warehouses was formed on Aug. 13 at a meeting of cold storage executives in Cleveland. Officers elected were as follows:

Chairman, G. F. Niemen, president Union Storage Company, Pittsburgh.

Vice-chairman, R. J. Douglas, Jr., Produce Terminal Cold Storage Co., Chicago.

Secretary, J. E. Salisbury, Federal Cold Storage Co., Cleveland.

Executives, George Love, vice-president Detroit Refrigerating Co., Detroit, and George L. Gross,



E. F. Homuth, new president of Wisconsin Warehousemen's Association

secretary Northern Cold Storage & Warehouse Co., Duluth.

Membership in the East-North Central Chapter is open to all cold storage men located in western Pennsylvania, western half of West Virginia, Ohio, Kentucky, Indiana, Michigan, Illinois, Wisconsin and Minnesota. In the by laws adopted, provision is made for at least four meetings annually.

In opening the Cleveland session, Harry S. Hall, president of the Association of Refrigerated Warehouses, said the Chapter was a forerunner of like units to be formed in all sections of the country, the purpose being to create greater organization within the refrigerated warehousing industry.

Announcement was made that a North Atlantic Chapter would probably be formed at a meeting to be held in New York City during the convention of the National Poultry, Butter & Egg Association late in September.

Southwest Group Approves Federal Truck Regulation

RESOLUTIONS adopted at the concluding session, on Aug. 10, of the annual convention of the Southwest Warehouse and Transfermen's Association, held in Galveston, contained an endorsement of State and national efforts to regulate truck traffic.

One memorial approved efforts by the Texas Railroad Commission in creating a committee for enforcing all truck laws, and pledged the support by the Association.

Another resolution assured co-operation in enforcing the Federal law regulating interstate traffic and urged appointment by President Roosevelt of a man thoroughly familiar with truck transportation to fill the existing vacancy in the Interstate Commerce Commission.

Association members were called on to support truck regulatory laws and avoid overloading of trucks.

W. W. Warren, O. K. Transfer & Storage Co., Oklahoma City, was elected president, succeeding J. P. Tarry of Wichita Falls, Tex. Other officers elected are:

First vice-president, L. G. Riddell, president Union Transfer & Storage Co., Houston.

Second vice-president, H. S. McCall, president Terminal Warehouse & Transfer Company, Shreveport.

Arkansas vice-president, James M. Porter, Commercial Warehouse Co., Little Rock.

Oklahoma vice-president, H. S. Brimm, secretary Red Ball, Inc., Oklahoma City.

Louisiana vice-president, I. A. Faulk, president Faulk-Collier Bonded Warehouses, Inc., Monroe.

Texas vice-president, R. E. Moss, president Austin Fireproof Warehouse Company, Austin.

Directors, F. W. Leach, president Oklahoma Bonded Warehouse Co., Oklahoma City; W. B. Allen, American Warehouse & Storage Co., Amarillo; Miss May Crocker, secretary Crocker Transfer & Storage Co., Inc., Corpus Christi;

Pictorial Echoes from Warehousing's Great Lakes Regional Assembly at Wawasee, Ind., in July



Left, F. L. Bateman of Chicago, Gov. Paul V. McNutt of Indiana, and Col. Frank Shellhouse of Indianapolis. Right, Gov. McNutt chatting with Walter P. Thiebault of Chicago, Mr. Bateman, Marion W. Niedringhaus (back to camera) of St. Louis, who is president of the National F. W. A.; M. D. Snedcor of Chicago, and Daniel A. Viergever of Grand Rapids.



Left, Ohio's baseball squad; standing, extreme left, Burnside Smith, who, president of the Aero Mayflower Transit Company, was killed in an airplane crash a few weeks later; Mr. Smith umpired the game between Ohio and Michigan teams. Center: silhouette—Wilson V. Little, Chicago, general secretary of the American Warehousemen's Association. Right, Michigan's heroes of the diamond.

W. T. Harrell, vice-president International Warehouse Co., Inc., El Paso.

Director and executive committee member, Clint Hollady, president Houston Central Warehouse Company, Houston.

The question of changing the association's dates for holding its next convention was left to the executive committee.

The motor carrier regulatory bill which was recently enacted by Congress was discussed throughout practically one morning session. The manner in which the bill should result in much benefit to

the industry was pointed out by F. G. Dorsey, Houston, and W. I. Ford, Dallas.

General improvement in the warehouse and transfer business was reported by speakers. They told of increase in carload shipments and a movement of household goods and furniture.

Improved conditions in many fields were forecast for the remainder of 1935 and during 1936 by Robert Bekins, Dallas, due, he pointed out, to the Texas Centennial.

"We already have felt the advance preparations being made

for the Centennial, and warehouse and transfermen should be among the many who will enjoy increased business because of the Centennial," Mr. Bekins said.

Mr. Bekins forecast an increase in population for the Southwest as a result of the Centennial. He said he based this prediction largely on the Chicago report that the population of Chicago was increased by 25,000 as a result of the World's Fair held there.

"People are going to come to the Southwest to look around and will settle here," he said.

—W. D. Hornaday.

U.V.L. Reelects Cook President at Meeting in St. Louis



Left to right, George J. Cook, president and chairman of board; Neil Conatser, secretary; Daniel L. Britten, treasurer and general manager; and Lee J. Sloan and Ed Anderson, directors

THE good results obtained through the policy of allowing members 20 per cent profit on contracts obtained as individual agents were emphasized at the annual meeting of United Van Lines, Inc., held in St. Louis on July 22-24.

"When we first offered the 20 per cent commission to members, our average contract in dollars and cents was \$65.28," said Daniel L. Britten, Cleveland, treasurer and manager. "From July 1, 1933, to June 30, 1934, this value rose to \$72.51, while in the same period of 1934-35 new contracts averaged \$81.56."

Covering the broadest aspect of the company's experience, Mr. Britten said that the big national accounts were moving more of their representatives into sales territories today than was the case six months or a year ago, movements of their household goods being the source of this information.

Mr. Britten made an impressive case in favor of the operators advertising under the title of United Van Lines in preference to publicizing their local names only.

Following discussion of insurance, a committee to handle this subject was created, comprising Victor J. Palisano, Buffalo, chairman, and C. W. Peters, St. Louis;

W. A. Erasmus, Milwaukee; F. R. Remer, Chicago, and H. C. Parrott, Memphis.

Officers and board members were elected for the new year as follows:

President, George J. Cook, Inc., Buffalo.

Secretary, Neil Conatser, Detroit.

Treasurer and general manager, Daniel L. Britten, president Britten Terminal, Inc., Cleveland.

Directors, Lee J. Sloan, owner Sloan's Moving & Storage Company, St. Louis, and Ed Anderson, Chicago.

It was voted to hold the group's 1936 meeting in Cleveland.

—Irene Gray.

Utah Group Prefers Self-Regulation

AT a recent meeting of the Utah Warehousemen's Association a resolution was adopted opposing continuance of the Utah Recovery Act in so far as it affects the storage industry. It was felt that in view of the fact that the warehouse business is to a great extent interstate in character, it would be better not to continue the State code in as much as there is no longer a national pact. About 90 per cent of the industry was represented at the meeting.

Calendar

Midwest Warehouse and Transporters' Association. Oct. 18-19, Elms Hotel, Excelsior Springs, Mo.

A.W.A. Merchandise Division Conducting Membership Drive

THE merchandise division of the American Warehousemen's Association has inaugurated an intensive membership campaign. Using direct mail solicitation to all warehouses recommended by the membership district chairmen, the headquarters office in Chicago has in recent weeks sent to prospects a series which covers the following:

1. A copy of the association's document "Warehouse Receipts as Collateral."
2. The June issue of the division's *Bulletin*.
3. The June release of the division's membership roster.
4. A booklet "Package Rate Tables and Their Application."
5. A letter summarizing the advantages of membership and the division's functions and accomplishments.

Membership district chairmen are announced as follows:

Alabama, George C. Harris, president Harris Transfer & Warehouse Co., Birmingham. Arizona, same as California (southern). Arkansas, same as Texas.

California (northern), H. F. Hiller, president San Francisco Warehouse Co., San Francisco. California (southern), W. E. Fessenden, owner California Warehouse Co., Los Angeles. Colorado, A. M. Burroughs, Welcker Transfer and Storage Company, Denver. Connecticut, Charles E. Nichols, president Merchants Warehouse Co., Boston.

Delaware, same as Maryland. District of Columbia, same as Maryland.

Florida (Jacksonville), H. C. Avery, manager Union Terminal Warehouse Co., Florida (Pensacola), same as Alabama. Florida (Tampa), L. V. Morrell, manager Lee Terminal & Warehouse Corporation. Florida (southern), C. A. Burnet, president C. A. Burnet Warehouse & Transfer Co., Miami.

Georgia, R. B. Young, president Savannah Bonded Warehouse & Transfer Co., Savannah.

Idaho, same as Washington State. Illinois, Elmer Erickson, manager Midland Warehouse & Transfer Company, Chicago. Indiana, J. D. Beeler, vice-president Mead Johnson Terminal Corporation, and Frank F. Powell, president Henry Coburn Storage & Warehouse Co., Indianapolis. Iowa, same as Missouri.

Kansas, same as Missouri. Kentucky, same as Virginia.

Louisiana, Jay Well, president Douglas Public Service Corp., New Orleans.

Maine, same as Connecticut. Maryland, James C. Brown, manager Camden Warehouses, Baltimore. Massachusetts, same as Connecticut. Michigan, H. H. Hardy, secretary Fireproof Storage Co., Lansing. Minnesota, W. A. Morse, treasurer Security Warehouse Company, Minneapolis. Mississippi, same as Alabama. Missouri, Frank M. Cole, president Radial Warehouse Co., Kansas City. Montana, same as Minnesota.

Nebraska, same as Missouri. Nevada, same as California (southern). New Hampshire, same as Connecticut. New Jersey, Albert B. Drake, president Lehigh Warehouse & Transportation Co., Newark. New Mexico,

same as Texas. New York (Buffalo), G. L. Diehl, general manager Market Terminal Warehouse. New York (Greater New York City), A. C. Pouch, president Pouch Terminal Co. New York, Ray M. King, president King Storage Warehouse, Inc., Syracuse. North Carolina, John L. Wilkinson, president Carolina Storage & Transfer Co., Charlotte. North Dakota, same as Minnesota.

Ohio, R. G. Culbertson, operative executive Cincinnati Terminal Warehouses, Inc., Cincinnati. Oklahoma, same as Texas. Oregon, same as Washington State.

Pennsylvania (eastern), Warren T. Justice, manager Pennsylvania Warehousing & Safe Deposit Co., Philadelphia. Pennsylvania (western), J. L. Kirby, treasurer Kirby Transfer and Storage Co., Pittsburgh.

Rhode Island, same as Connecticut. South Carolina, same as Georgia and North Carolina. South Dakota, same as Minnesota.

Tennessee, Theodore F. King, secretary Arrow Transfer & Storage Co., Chattanooga. Texas, L. C. Porter, manager Texas and Pacific Terminal Warehouse Company, Texas (Dallas, Fort Worth and Houston), G. K. Weathered, operating executive Dallas Transfer & Terminal Warehouse Co., Dallas.

Utah, J. H. Cornwall, president Jennings-Cornwall Warehouse Co., Salt Lake City.

Vermont, same as Connecticut. Virginia, Clem D. Johnston, president Roanoke Public Warehouse, Roanoke.

Washington, O. C. Taylor, president Taylor-Edwards Warehouse & Transfer Co., Seattle. West Virginia, same as Virginia. Wisconsin, Anthony L. Fischer, manager Atlas Storage Company, Milwaukee. Wyoming, same as Colorado.

Cleveland Group Approves Storage-in-Transit Plan

An application to the Central Freight Association proposing that storage-in-transit privileges be established on canned fish, canned fruit, canned soup, canned vegetables, catsup, chili sauce, tomato pulp, tomato puree, tomato juice, oyster cocktail sauce, sauerkraut juice, and vinegar, in straight or mixed carloads at Cleveland with a transit charge of 6½¢ per 100 lbs. and time limit of 12 months, has received the unanimous approval of the Association of Cleveland Warehousemen.

The transit privilege applies to traffic originating east of Cleveland destined west. Storage-in-transit privileges are already granted on east-bound traffic and the Cleveland association pointed out in a letter to the Central Freight Association that it was just as logical on west-bound merchandise.

Murphy Representing Four Warehouses

E. W. Murphy, until recently manager of the Warehousemen's Association of the Port of New York, has established an office at 165 Broadway, where he is representing the Lehigh Warehouse & Transportation Co., Inc., Newark, N. J.; Midtown Warehouse, Inc., Manhattan; Bronx Refrigerating Co., Bronx; and Insular Terminal Corp., Brooklyn.

Merchandise Code Authority Liquidates and Makes Refund to Members in Good Standing

THE Merchandise Warehousing Trade's national Code Authority, which was automatically made defunct when the United States Supreme Court handed down its NRA-unconstitutional ruling in the Schecter case, has completed liquidation.

After all bills had been paid the Authority had a balance of \$1,800.99, and this amount was prorated, as of date of Aug. 15, among all Code members in good standing on May 27, the date of the Court's decision.

Refund checks have been sent to those members, the amount of refund being 6.71 per cent of the Code fees which the members had paid for the period beginning Feb. 10 last.

In a letter accompanying refunds, D. S. Adams, Kansas City, Mo., who was the Authority's chairman, thanked the members for "the generous support" they had given during the eighteen months of Code operation, and added:

"On our part we have made every effort to make the Code a success and we trust that the stabilization it has brought to the industry will be of more than temporary benefit to you."

Exhibits sent to the members showed that income from their contributions during the period Feb. 10 to Aug. 15 totaled \$27,023.28.

Expenditure during the same period—salaries, office expense, general expense, etc.—amounted to \$31,500.42.

Thus excess of expenditure over contributions was, for the period, \$4,477.14.

But on Feb. 10 the Authority had a cash balance of \$6,278.13. Subtracting from this the net expenditure from that date to Aug. 15, left a final cash balance of \$1,800.99 for refund purposes.

Furniture Movers to Meet in September to Consider Affiliation with Trucking

DISTRIBUTION AND WAREHOUSING'S WASHINGTON BUREAU.
1157 National Press Building.

THE first definite step in the direction of organizing a furniture movers' unit under the American Trucking Associations, Inc., will be taken during the first week in September, when A.T.A. will sponsor a gathering of operators in this city.

First problem to be considered will be that of formulating a system of rates and tariffs to be filed by the interstate operators with the Interstate Commerce Commis-

sion in conformity with the new Federal trucking law. This will lead naturally, and is intended to do so, into affiliation with A.T.A., thereby ending much of the feeling of apartness which has existed between truckers of the several groups affiliated with the national organization, and the furniture movers who, for the most part, have not been affiliated.

The September meeting will provide an open forum for discussion of the furniture movers' and storers' problems. While all operators in this field will be welcome to attend, in the interest of providing a strong nucleus for organization, special invitations will be sent to the following large groups: Allied Van Lines, Aero Mayflower Transit, Red Ball, National Delivery Association, Continental Movers, and Gray Vans.

The meeting will give A.T.A. an opportunity to display its headquarters and services. Expanded to meet the necessity for an adequately equipped and manned central bureau to take care of the trucking industry's needs during the life of NRA, the association won the commendation of Gen. Hugh S. Johnson and his aides on countless occasions. With the passage of a long-awaited Federal regulatory bill, the necessity of such an institution has become absolute, President Ted V. Rodgers of A.T.A. points out.

—James J. Butler.

Stork Descends on Southern Coops

Born, Aug. 5, 1935, to Mr. and Mrs. Ben S. Coop, Jr. of Atlanta—one daughter.

Mrs. Coop is executive secretary of the Southern Warehousemen's Association. Her husband is an engineer.

30-Hour and Interstate Measures Are Deferred

DISTRIBUTION AND WAREHOUSING'S WASHINGTON BUREAU.
1157 National Press Building.

A 30-HOUR week bill, as an adjunct to a measure for Federal licensing of interstate business, was reported favorably by the House Labor Committee but was side-tracked while other legislation was stamped through Congress before adjournment.

The O'Mahoney bill to license interstate business was also passed over at the White House conference to determine what bills should be rushed to enactment before the "tired" Congress adjourned.

Consideration of both bills was promised when the second session of the 74th Congress convenes in January.

—George H. Manning, Jr.

Word Portrait of Dean McLean as Etched in Family Album

(Concluded from page 13)

warehousing facilities, the McLean star soared in the industrial firmament. The year 1905 marked another milestone, with the McLean family again branching out. From the south end of the City of Destiny, McLean moved his business uptown to larger quarters near the old depot.

Motorized transport was being advertised for its practical and time-saving advantages along about 1912 and Dean decided to "go modern," selling his teams for a fleet of four rebuilt pleasure cars which were made-over for heavy-duty service.

By 1918, McLean The Mover, Tacoma, was a tradition among the distributing and warehousing industry of the Puget Sound country. When the call to arms was sounded in this year, Dean took his foot off the business throttle and donned khaki as a member of the Motor Transport Division, stationed at Fort Lewis, Wash. He spent eighteen months in military service and during that time was able to keep an eagle eye out for his business, which was only a few miles away in Tacoma. The management of the McLean interests was supervised by Mrs. Dean McLean and brother Lock McLean, who carried on capably.

When peace was signed Lieut. Dean McLean jumped once again into the business maelstrom with renewed fortitude and resourcefulness. Surely and steadily competitive hurdles were overcome. Today the McLean organization consists of a modern fire-proof storage structure in Tacoma, and carrying the trade name of McLean The Mover; a unit in Portland; and a branch, managed by Dean McLean personally in Seattle. But enough of the buzz of business.

There's a side to Dean McLean that is not generally known beyond his Northwest business associates. It's his love for fair-play and a good laugh. Take this reminiscence, for instance.

In 1917 while honeymooning in Portland, he was tagged on the scenic Columbia River highway and arraigned in court for speeding 34 miles an hour. Bail was set at \$15, but Dean talked the judge into splitting the fine in half. A taxi driver charged for the same offense was assessed the full amount. Dean's a much better salesman today.

They say that behind the success of every man is a master key which opens the way to great endeavors. Dean's is public service, plus good-will advertising. He doesn't go in for professional advertising

and business exploitation in a big way, but has an album of press-clippings that would do justice to a national sports figure. It includes news stories, sketches, photos and articles about Dean and all were obtained through the "free publicity" channel. How does he do it? For one thing, he delves into a great variety of civic and political activities; secondly he numbers among his good friends many men of the press, the Fourth Estate. His close acquaintances throughout the Northwest number a legion. Dean counts heavily on this good-will advertising and believes it has contributed in a big way to his success.

Politically, Dean is a Republican. He served three terms—1925 to 1929 as a Representative to the Washington Legislature. He introduced the storage-warehouse bill which was finally enacted in 1931. This bill provides that the Department of Public Works should require a bond and an approved financial rating; requires rates filed uniformly in various cities and counties; and provides for supervision, inspection and policing of law, and for misdemeanor for cutting rates.

Meeting people and participating in worthwhile welfare and public service projects is Dean's avocation. He gets particular joy out of lending a helping hand to others. For the past four years he has been chairman of the Seattle Christmas "shut-in" party, and has won noteworthy commendation for this work. Transportation and a varied program are provided by the "shut-in" committee.

He's a Legionnaire of the first water, being present senior vice-commander of Seattle Post No. 1, American Legion. In this capacity he has taken a special interest in sponsoring sports among Seattle youth. His clubs are the Lions; and the Washington Athletic Club, and its affiliate the "101 Club" whose aim is to foster amateur sports in all their varied forms. He's active in Chamber of Commerce and Young Men's Business Club work and is identified with Masonic bodies.

For hobbies, Dean likes fishing and hunting and spends a good share of his time in season in these outdoor sports. He originated in 1925 the Washington Fish & Game Control bill which oversees State supervision of fish and game, taking this control out of the hands of county wardens.

In all the years of Dean's business life he freely attributes words of praise for his brother Lock McLean, who has worked with him in building Lyon company to its present peak.

The McLean Pacific coast lift-

van service is Dean's "brain child." Through this the customer's household goods are picked up at the home, crated and shipped to any coast-wise point, and the shipment is unloaded and set up in the new address exactly to the customer's taste.

Albany Warehouse Firm Is Reorganized

THE Central Warehouse Corporation of Albany, a reorganization of the Central Railway Terminal & Cold Storage Co., Inc., has been chartered to do a general warehousing business. Capital is \$99,200 with stock divided into 4,800 shares of preferred valued at \$10 a share, and 51,200 shares of common at \$1 a share. The incorporators are Herbert F. July, secretary for the bondholders' protective committee; Hyman Parness, and J. B. Jeffress, 3d, all of New York City.

The reorganization plan will become operative upon final approval by Judge Frank Cooper of the Federal Court on Sept. 20. More than \$3,000,000 in securities are involved.

Briefly, the plan is said to encompass new securities for holders of first mortgage bonds; transference of assets, including real estate, of the old company to the reorganized unit; and election of John L. O'Brien, present head of the Albany terminal, to management of the reorganized Central Warehouse Corporation.

Public Service Commissioner George R. Lunn, appointed several years ago as receiver, meanwhile continues in that capacity. It is understood the company has been making some profits under the receivership.

Drove Truck Million Miles; Dies in Automobile Mishap

Leo J. Hattie, a long distance driver for the Lincoln Storage Co., Cleveland, for the past twenty years, was killed while on an outing in a pleasure car on Aug. 11. He had driven furniture vans in all kinds of weather for an estimated total of more than a million miles. He was 45 years old.

Yankton Firm Builds

The Vanderhule Transfer & Storage Co., Yankton, S. D., is building a new warehouse to be completed in November. The plant will be 110 by 66 feet and will provide 20,000 cubic feet of storage space. It will be twice the size of the present warehouse and will be equipped with elevators and concrete platforms. One feature will be individual all-steel fireproof vaults. The estimated cost is \$30,000.

Situation Wanted

By rug and furniture plant manager. Man of many years' experience. Knows fabrics and the science of their thorough safe cleansing and refinishing. Efficient production manager of proven sales promotion ability.

Desires position anywhere with firm operating such a department, or will organize and develop one.

Highest credentials. Moderate salary to start.

Address Box C-175, care of *Distribution and Warehousing*, 249 West 39th Street, New York City.

Moss Acquires Scobey Interests in Austin

PURCHASE of the interests of N. S. Von Phul, S. G. Nelson and O. E. Latimer, all of San Antonio, in the storage and transfer business operated in Austin under the title Scobey Fireproof Warehouse Company, and change in the name of the Austin firm to Austin Fireproof Warehouse Company, were announced late in July by R. E. Moss, president and general manager of the Austin concern.

Following the filing of an amendment to the Austin firm's charter so as to alter the title, Mr. Moss announced that Horace Roberdeau would be traffic manager and Lewis O. Walling office manager.

The Scobey company of San Antonio established its Austin business in July of 1931 and opened a warehouse there three months later.

The new Austin company plans to retain its membership in the National Furniture Warehousemen's Association and in Allied Van Lines, Inc., and is a member of the Southwest Warehouse and Transfermen's Association.

Hewson Organizes Own Company in Detroit

The Federal Warehouse Company in Detroit has dissolved and closed its business, and Thomas G. Hewson, who was the firm's manager, has purchased virtually all of the accounts and has organized Hewson Warehouse, Inc., of which he is president and general manager. The new firm is capitalized at \$1,000. Daniel Beard is treasurer and George LeBlanc is secretary.

The Hewson firm has taken over 15,000 square feet of storage space at 803 Lawndale Avenue and will operate a commercial storage business. Eventually a warehouse is to be erected, Mr. Hewson states.

American Chain, at Special Board Meeting, Sounds Note of Optimism as to Business

THE Board of Governors of the American Chain of Warehouses, Inc., held a special meeting at the Traffic Club of New York on July 30. Among members of the governing board who attended are:

H. C. Avery, manager Union Terminal Warehouse Co., Jacksonville; Mrs. M. M. Bowen, secretary Tripp Warehouse Company, Indianapolis; R. G. Culbertson, operating executive Cincinnati Terminal Warehouses, Inc., Cincinnati; R. W. Dietrich, president Dietrich & Wiltz, Inc., New Orleans; Elmer Erickson, manager Midland Warehouse & Transfer Company, Chicago; W. F. Evans, president Central Detroit Warehouse Co., Detroit; E. G. Mooney, president Hartford Despatch & Warehouse Co., Inc., Hartford; Charles E. Nichols, president Merchants Warehouse Company, Boston; K. G. Schuman, treasurer Great Northern Warehouses, Inc., Syracuse; and D. H. Van Name, president F. C. Linde Company, Inc., New York.

Also present were: W. H. Eddy, western representative; J. W. Terreforte, eastern representative; and Norman Myer and John Laffey, both associated with Mr. Terreforte in the latter's New York office.

Among the guests at the luncheon which followed the meeting were Urban C. Leckinger, manager B. R. & P. Warehouse, Inc., Rochester; Jerry P. Johnson, secretary Terminal Refrigerating & Warehousing Corporation, Washington, D. C.; and Warren T. Justice, manager Pennsylvania Warehouse & Safe Deposit Co., Philadelphia, who are Chain members.

In discussion of the position of the Chain for the past year there was a definite note of optimism. Officers report one of the best years in the organization's work. Membership has increased to a total of 81, with several applications pending, including one of the two remaining major distribution points not now under contract. It is expected that before the end of the current year the group's newly established maximum of 100 members will have been reached.

"The financial position of the Chain," according to President Culbertson, "is the best in its history. Although the staffs at both Chicago and New York have been increased, the group has carried on an aggressive advertising campaign and the program for the year has included more traveling solicitation than ever before. Member houses generally are showing increased occupancy as compared with the past three years. There is a definite tone of optimism as to future business."

AUCTION SALE of SANDERS TRANSFER & STORAGE COMPANY

NASHVILLE, TENN.

The Owner of above business having died, the Court has ordered it sold to distribute shares to beneficiaries of the will.

The Sanders Transfer & Storage Company was organized in 1895; it is licensed to do business in ten States, specializing in long-distance hauling, moving, and warehouse business.

Operates a fleet of eight modern vans. Occupies a modern, fireproof warehouse in Nashville, with 30,000 square feet of warehouse space.

Sale to be as a whole first, then bids received for separate properties.

Sale to be: September 20th, 1935, 10:00 A.M. at warehouse, 129 8th Avenue N., Nashville, Tenn.

Harry G. Nichol, Admrn.
216 Union Street, Nashville, Tenn.

**Construction
Developments
Purchases, Etc.**

Alabama

BREWTON—Brewton Warehouse Co. has plans for a 1-story \$24,000 warehouse.

Arkansas

Arkansas City—City Council is seeking Federal aid to finance establishment of a \$100,000 barge line service project to include a warehouse.

California

Hueneme—Hueneme Dock Corporation has plans maturing for a group of waterfront storage and warehouse buildings, including several 1-story transit sheds, as part of a \$2,000,000 project to include docks, wharves and other structures.

Los Angeles—Vermont Storage Company has opened a furniture store, with complete stock of new, used and repossessed furniture, at 112 South Vermont Avenue.

Pomona—Stine Transfer & Storage Co. has purchased the site and building of the Findlay Feed & Fuel Co. at 295 West Commercial Street and will locate its business there.

Ventura—Freight Lines, Inc., has awarded a contract for erection of a \$30,000 1-story warehouse at 137-161 Main Street.

Canada

Chatham, Ont.—Arid Cold Products, Ltd., Workeville, is considering building an \$80,000 1-story cold storage warehouse and refrigerating plant in Chatham.

Connecticut

Waterbury—Lombard Bros. will build a 1-story brick and steel storage warehouse and freight terminal, 100 by 150 feet, at 1240 South Main Street.

District of Columbia

Washington—Terminal Refrigerating & Warehousing Company declared the regular semi-annual dividend of \$1.50 a share on the total outstanding stock as at the close of June 28, payable July 1.

Florida

Jacksonville—Seaboard Air Line Railway Co. has approved plans for rebuilding to cold storage warehouse recently wrecked by fire, on Bay Street. New structures will cost \$70,000.

Georgia

Savannah—Port Authority is seeking Federal aid to finance erection of a \$100,000 multi-story cold storage warehouse on waterfront.

Illinois

Chicago—Empire Warehouses,

Inc., has decreased its capital stock from 12,500 to 10,000 shares non par value.

Chicago—Hayes Transfer Co. has awarded a contract for a \$35,000 1-story warehouse, 40 by 280 feet, at 2432-2442 South Canal Street.

Chicago—Roosevelt Cartage Co. is building a \$30,000 1-story warehouse at 1310 West Randolph Street.

Massachusetts

Ayer—Nashoba Cold Storage Co., Inc., has awarded a contract for erection of a \$45,000 1-story warehouse and cold storage building, 70 by 125 feet.

Cambridge—Boston Regional Produce Market, Inc., recently organized, has leased land on Concord Avenue near Alewife Brook Parkway, East Cambridge, and plans to develop a \$100,000 1-story cold storage warehouse and cooperative wholesale market.

Michigan

Detroit—City Warehouse Company has taken over the public warehousing operations of the Bromley Properties Warehouse at 1349 East Milwaukee Avenue.

Detroit—United States Cold Storage Corp., Chicago, parent corporation of the United States Warehouse Co., Detroit, recently purchased at auction the property being occupied and operated by the Detroit subsidiary.

Holland—Associated Truck Lines, Inc., is planning rebuilding its West Eighth Street warehouse recently damaged by fire with estimated loss of \$18,000.

Monroe—Harbor Commission is arranging for a \$195,000 Federal fund to finance construction of a waterfront 1-story warehouse.

Pontiac—Oakland Storage & Moving Co. is rebuilding portion of 1-story warehouse recently wrecked by fire with estimated loss of \$20,000.

South Haven—South Haven Terminal Co. has plans for a \$65,000 1-story warehouse and distributing building at local docks.

Mississippi

Meridan—J. K. Morrison heads interests planning to build and operate a \$40,000 1-story cold storage warehouse.

Missouri

Jefferson City—Commerce Cartage Co. is erecting a \$35,000 2-story warehouse, 44 by 100 feet, at 907 West Dunkin Street.

Montana

Helena—Montana State Liquor Control Board is arranging a Federal fund to finance construction of a \$100,000 multi-story warehouse for liquor service.

(Continued on page 42)

**New Incorporations
as Announced Within
the Storage Industry
California**

LOS ANGELES—California Fireproof Storage Co., 2808 West Pico Boulevard. Organized by the Lyon Van & Storage Co. as an affiliated interest.

Los Angeles—Central Ice & Cold Storage Co. (organized), 3500 West 36th Street. Affiliated with the Southern Counties Ice Co., 816 West Fifth Street.

Los Angeles—Union Transfer & Storage Company of Los Angeles. Capital 250 shares of no par value stock. Directors, William H. Cooper, H. C. More and H. Smith.

Connecticut

Hartford—Downing & Perkins, Inc. Storage warehousing. Capital \$50,000. Incorporators, Benjamin Brody, 161 Front Street, and William M. Dunbar.

New Haven—Atlas Moving Service, 37 Bradley Street, has filed notice of organization. Stanley Kulenski, West Haven, heads the interests.

Illinois

Chicago—Advance Storage & Van Co., Inc., 5210 South Wabash Avenue. Warehouse and van service. Capital 100 shares of stock. Incorporators, Marvel Estes, Herbert Jones and Benjamin Bass. Company is an interest of the Advance Fireproof Storage Co.

Chicago—Cargill Illinois Warehouse Corporation, 141 West Jackson Boulevard. Capital 1,000 shares of no par value stock. Incorporators, S. M. Alexander, M. L. Middlekauff and E. K. Hitchcock.

Chicago—Chicago Freight Service, Inc., 2600 Emerald Avenue. Freight terminal and motor express. Capital 1,000 shares of no par value stock. Incorporators, A. F. Kullmann, Frank J. Wirtz and Paul Davis.

Chicago—Trans-American Van Service, Inc., 540 West 59th Street. To transfer goods, wares and merchandise of any description, intrastate and interstate. Capital 20 shares of no par value common stock. Incorporators, John J. Rapp, Hubert Owens and Jean Silverman.

Chicago—Westland Forwarding Company, 2001 West Pershing Road. General forwarding, shipping, trucking, expressing and transfer. Capital 1,000 shares of no par value stock. Incorporators, A. D. Welton, Jr., J. M. Hopkins, Jr., and E. G. Ince.

Pana—Bogle Ice & Cold Storage Co., North Spruce Street. Cold storage warehouse and ice plant. Capital 250 shares of no par value stock. Incorporators, Harry P. Bogle, Jane D. Bogle and William Bailey.

(Continued on page 42)

Terminal to Take "Allowances" Case to U. S. Supreme Court

THROUGH its attorneys, White, Schnader, Maris & Clapp, the Terminal Warehouse Co., Philadelphia, is preparing to appeal to the Supreme Court of the United States from the adverse decision of the United States Circuit Court of Appeals reversing a judgment in its favor for \$410,388.81 in the "allowances" case defended by the Pennsylvania Railroad Co. and the Merchants Warehouse Co., Philadelphia.

The ground on which the Appellate Court made its decision in July, was that Terminal elected its remedy when it previously applied to the Interstate Commerce Commission for a cease-and-desist order and damages against the railroad and Merchants for an alleged combination and conspiracy, in which earlier case the order had been granted but damages had been refused; and that the present action, therefore, is barred by the prior proceeding before the Commission. Terminal, in its forthcoming appeal to the Supreme Court, will deny it is thus estopped.

A representative of Terminal's counsel stated on Aug. 3 that while the appeal had not yet been filed in Washington, this step was about to be taken.

Terminal's counsel has applied to the Appellate Court for a certified copy of the proceedings in the case, preliminary to making its appeal.

A Receivership Ends

A final decree in the reorganization proceedings of the Quaker City Cold Storage Co., under Section 77-B of the Federal Bankruptcy Act, was entered by Judge W. H. Kirkpatrick in United States District Court, Philadelphia, late in July. The decree approved and confirmed the final account of Horace P. Serrill and W. Edward Torrey, as trustees, filed May 15, discharged them from their duties, and released their surety from all liability upon their bond, thus terminating the proceedings which had been protracted for a period of twenty-two months.

Plan Is Suggested for Bayway Reorganization

Under a ruling by the United States Court in New Jersey on Aug. 19, Mark A. Sullivan of Jersey City was continued as reorganization trustee for Bayway Terminal, Elizabeth. Proceedings to reorganize the company were filed last June.

Through a proposed plan, money to make payments to bondholders would be raised by a \$350,000

mortgage loan from the Government's Reconstruction Finance Corporation. The Federal Court has ruled that this plan would be referred to a special master for consideration.

A bondholders' committee has filed a report indicating the company's liabilities are \$5,210,500. This includes \$2,350,000 due on the principal of a first mortgage; \$2,850,000 due note holders, and \$10,000 for other creditors.

Rate Table Available

The Dooley Terminal Warehouse, Salt Lake City, has issued a "Storage and Handling Rate Table" indicating storage and handling rates on any package from 3 to 100 pounds at any rate per ton from 30 cents to \$1.50 or per hundredweight from 1½ to 7½ cents.

Warehousemen interested may obtain a copy by applying to the firm's manager, A. J. Lindsey.

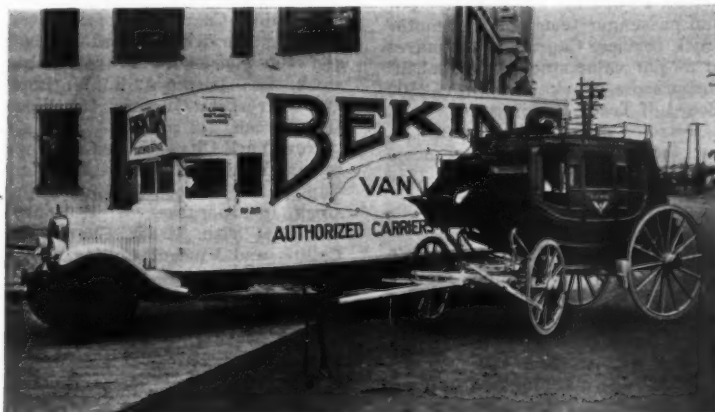
Position Wanted

By young man, age 33, with practical experience in all departments of transfer and storage business—from driver and dock worker to general manager.

Past nine years in office of large firm giving complete line of transfer and storage, my duties have been: giving estimates on household removals; storage; heavy hauling; accounting; merchandise distribution; handling traffic; figuring rates on merchandise storage and household goods; directing office personnel; and any and all other duties incidental to a successful business. Can and will go anywhere.

Address Box Q-418, care of *Distribution and Warehousing*, 249 West 39th Street, New York City.

Bekins Handles Priceless Exhibits at the San Diego Exposition



Contrast—a historic stagecoach of the Wells, Fargo Co. beside a modern moving van

IN viewing the many exhibits at the California Pacific International Exposition in San Diego, the visitor probably gives little thought to the part played by the warehouse industry in contributing to the success of this huge project. There are priceless exhibits which necessitated unusual precaution in their transference from harbor and freight station to Balboa Park, the setting for the exhibition.

Many of the delicate and costly exhibits were moved by Bekins Van & Storage Co. under the supervision of C. C. Temple, San Diego manager for Bekins. There

are historic stage coaches, early car models and treasures of art valued at thousands of dollars. Not only did Bekins move many of these valuable pieces alone but it assisted other companies with men and equipment.

As well as being an early subscriber to the exposition, Bekins has prepared and distributes a map of San Diego and the surrounding suburbs and as a guide plan of the Exposition grounds, showing the placement of the various buildings for the convenience of visitors who wish to see the colorful attractions.

New Incorporations as Announced Within the Storage Industry

(Continued from page 40)

Indiana

Cumberland—A. J. Franke & Co., Inc. Warehousing and motor freight. Capital 100 shares of no par value stock. Incorporators, Harry D. Franke and Albert J. Franke.

Kentucky

Louisville—Campbell Street Warehouse, Inc. Capital \$2,000. Incorporators, M. J. Dotson, St. Matthews; and P. G. Stapleton and Jessie Stapleton, Lynden.

Massachusetts

Boston—Ice Refrigeration, Inc. Cold storage warehouse and refrigerating plant. Capital \$100,000. Roland G. Hopkins is president; and Lawrence H. Abbott, 511 Adams Street, Quincy, is treasurer.

Michigan

Detroit—Commercial Warehouse, Inc. Merchandise warehousing. Capital 50,000 shares of no par value stock. Principal incorporator, Edward T. Goodrich, 201 East Kirby Avenue.

Detroit—Greyhound Terminal of Detroit, Inc., 3511 West Fort Street. To operate a general freight and passenger terminal, and motor truck service. Capital 5,000 shares of no par value stock. Principal incorporators, Park M. Smith, 2800 Board of Trade Building.

Detroit—Hewson Warehouse Co., Inc. Capital \$1,000. Principal incorporator, Thomas G. Hewson, 1516 Vinewood Avenue.

New Jersey

Jersey City—Sklaars Moving & Storage Co. Warehousing, moving and trucking. Capital 100 shares of no par value stock. Company is identified with Sklar Brothers, 27 West 25th Street.

Trenton—Manning's Warehouse Corporation. Capital \$100,000 and 200 shares of no par value stock. Company is affiliated with A. V. Manning's Sons, in the household goods storage business since 1847.

New York

Brooklyn—Simmons Terminals, Inc. Storage, wharfage and warehousing. Capitalization \$5,000. Incorporators, Bernard Shapiro, 1035 Washington Avenue, Brooklyn; Dominick Tretola, 10348 100th Street, Richmond Hill; and S. I. Miller, 1242 Simpson Street, Bronx.

Buffalo—Buffalo Warehouse has filed notice of organization. John W. French, 154 Terrace Street, heads the interests.

Ellenville—Inter-County Farmers' Cooperative Association. Storage warehousing. Capital \$10,000. Incorporators, William R. Berman

and Joseph Kooperman, Ellenville; and Morris Brustein, Ferndale.

Kingston—Ulster Provisioners Cooperative Association, Inc. To operate general warehousing. Capital \$5,000. Incorporators, Max Abel, 133 Hasbrouck Avenue; Clifford T. Bennett, 60 North Front Street; and George Dawkins, 100 Foxhall Avenue.

New York City—A. & B. Warehouse Co., Inc. Capital \$15,000. Incorporators, Edward C. Kenney and Chester A. Kenney, 11-13 Worth Street.

New York City—Alpha Fireproof Storage Houses, Inc. Cold storage warehousing. Capital 200 shares of no par value stock. Incorporators, Harvey M. Bagg, 318 Summit Avenue, Mount Vernon, and Herbert C. Krause.

New York City—Bach's Modern Storage Corporation. Capital \$10,000. Representative, Harold Kornfeld, 401 Broadway.

New York City—Harlem's Own Cooperative, Inc. Warehousing. Capital \$10,000. Incorporators, Harry F. V. Edward, 2588 7th Avenue, and William L. Imes, 206 West 137th Street.

New York City—Pier Warehouse Corporation. Warehouse terminal and trucking. Capital \$100,000. Incorporators, E. H. Freedman, 11 West 42nd Street, and A. T. Birns.

New York City—Transport Refrigeration Co., Inc. Refrigerated trucking service. Capital \$10,000 and 500 shares of no par value stock. Incorporators, F. W. Lord and Forrest E. Gilmore, 105 West 40th Street.

New York City—V. A. C. Corporation. Warehousing and transfer. Capital 100 shares of no par value stock. Incorporators, M. T. Henry, 153 East 87th Street, Charles A. Collins and Vincent Collins.

Orchard Park—Erie Growers' Warehouse Co., Inc. Capital \$25,000. Incorporators, Albert Schillroth, Edward C. Wado and Harry I. Saville.

North Carolina

Franklinton—Rose Warehouse Co., Inc. Capital \$50,000. Incorporators, E. V. Rose and R. J. Rose.

High Point—Yadkin Warehouse & Realty Co. Capital \$100,000. Incorporators, Odelle P. Lovelace and Walter E. Crissman.

Ohio

Cleveland—United Transfer Co., Inc. Capital 50 shares of no par value stock. Incorporators, Max Lugash, Samuel Lugash and William Lugash.

Toledo—Great Lakes Terminal Warehouse Company. Capital 110,000 shares of no par value stock. Incorporators, E. G. Davies, H. R. Bloch and L. H. Notnagel.

Texas

El Paso—Longwell's Storage Co., (Concluded on page 44)

Construction Developments Purchases, Etc.

(Continued from page 40)

New Jersey

Bayonne—City Council is arranging Federal aid to finance construction of a \$200,000 1-story warehouse on proposed new dock.

Hackensack—Judge George Van Buskirk, Court of Errors and Appeals, and John C. Lewis, Paterson, have been appointed receivers for Harper Brothers, Inc., 328 Essex Street.

New York

Brooklyn—Brooklyn Waterfront Terminal Corp. will build a 2-story brick warehouse, 60 by 100 feet, on 19th Street near 2nd Avenue, at a cost of \$12,000.

Buffalo—Niagara Frontier Food Terminal has awarded a contract for a \$75,000 2-story addition, 100 by 100 feet.

New York City—United Bonded Warehouse Corporation has leased space in the building at 437-453 Eleventh Avenue.

Syracuse—Flagg Storage Warehouse Company has taken membership in Allied Distribution, Inc.

North Carolina

Conover—Newton Bonded Warehouse Co. has acquired the former local mill of the Yount Cotton Co. and will remodel the building for a bonded warehouse unit.

Durham—Roycroft Warehouse Co. has awarded a contract for a \$30,000 1-story addition.

Greenville—R. W. Keel heads interests planning to build and operate a \$50,000 1-story warehouse on Dickinson Avenue.

Winston-Salem—Crystal Ice & Coal Co. has approved plans for remodeling and converting a 4-story building, at Mitchell and Wachovia Streets, for a public cold storage warehouse with capacity of 40 cars. The cost is estimated at \$50,000.

Nova Scotia

North Sydney—R. P. Bell heads interests planning to build and operate a \$55,000 1-story cold storage warehouse.

Ohio

Cleveland—Lake Shore Electric Co., operating motor freight service, has opened a warehouse and freight terminal, with capacity for handling 20 cars at one time, at 18630 Detroit Avenue, Lakewood.

Cleveland—Monark Motor Freight System, Inc., St. Louis, has leased space in building at 900 East 61st Street for storage and headquarters.

Oregon

Hood River—Duckwell Brothers, (Concluded on page 44)

McMillan Heads Commercial, a New Company in Detroit

COMMERCIAL WAREHOUSE, INC., has been organized in Detroit with L. J. McMillan as president and general manager. Identified with the industry in Detroit since 1928, Mr. McMillan was formerly general manager of the Wayne Warehouse Company. The Wayne plant, at 1965 Porter Street, was taken over under lease by Commercial, effective Aug. 1, when business was inaugurated by the new company.

The building is modern and fireproof, of brick and concrete construction, having been originally erected for storage and distribution service. In the heart of Detroit's wholesale and jobbing district, it is readily accessible to brokers, jobbers, dealers in merchandise, and motor freight lines operating to and from the city. It is served with private sidings on the Michigan Central.

Mr. McMillan has had twenty years' experience in financial manufacturing, transportation and warehousing lines. The company is well financed, the formal announcement of organization says, and "has ample working capital to give its customers a financially sound warehousing institution and has no funded debt or current indebtedness."

The Wayne company has retired from active warehouse operation.

It is announced that William V. Brandt, formerly with the Wayne organization, has organized the Brandt Storage Co., with offices at 11611 Linwood Avenue and storage space in a warehouse at Clay and Russell Streets.

Cincinnati Firm Expands

Expanding its warehousing facilities, the Cincinnati Storage Warehouse, a division of Consolidated Trucking, Inc., Cincinnati, has leased space from the New York Central lines. These added facilities will be used for storage, distribution, and pool car service.

Central of Syracuse Wins Safety Award

THE 51-truck fleet of the Central Cold Storage Co., Inc., Syracuse, N. Y., has been declared winner of the June inter-fleet safe-driving contest sponsored by the safety division of the Syracuse Chamber of Commerce.

As a result the cold storage company gains possession, for one month, of the trophy offered by the Syracuse Herald. Austin P. Saunders, manager of the chamber's safety division, announced that the

cold storage company's 51 trucks in winning the month's title had driven 75,479 miles without an accident.

Twenty-eight companies, with 570 commercial vehicles, sought the cup. All these trucks operated 693,886 miles, with a total experience of ten accidents, only two of which resulted in personal injuries.

Another warehouse firm, the Syracuse Furniture Forwarding Co., Inc., won honorable mention.

Position Wanted

As warehouse office manager, by young woman aged 35, in New York or nearby city. Six years' experience with a Brooklyn warehouse.

Reason for wanting new connection: old company out of business.

Capable; experienced in all lines of office work.

Address Box A-293, care of *Distribution and Warehousing*, 249 West 39th Street, New York City.

Boston Blaze

Boston firemen battled their most spectacular waterfront blaze in years when flames on Aug. 9 swept an unused wool storage building of the Quincy Market Cold Storage & Warehouse Co., on T wharf. Property loss was estimated at \$40,000.

While no goods were in storage, the building contained 200 tons of steam coal and a quantity of oil and quickly became an inferno. The company's cold storage plant was not damaged and the refrigerating system was not interrupted.

The blaze was attributed to the act of a ferryboat passenger tossing a lighted cigarette under the wharf's planking.

Weimar Does a Big Job

The Weimar Storage Company, Inc., Elizabeth, N. J., performed an unusually large removals job from Aug. 6 to 10 when it transported \$200,000 worth of property, including office furniture and finished stock, of the Wilson-Jones Company from New York City to its South Elmora Avenue plant in Elizabeth. The firm manufactures ring-binder, ledgers and record-keeping equipment.

The removals involved also the household goods of fifty Wilson-Jones employees. The Weimar company carried 122 van loads in motor trucks, and loading and unloading were arranged so that the vehicles were not delayed at either end.

Lederer of Cleveland Opens Buffalo Plant

THE Lederer Terminal Warehouse Co., Cleveland, has opened a merchandise storage business in Buffalo's Niagara Frontier Food Terminals, where it is estimated that more than 80 per cent of the city's grocery business is handled by wholesalers.

The Lederer plant is concrete fireproof construction and is served by the Nickel Plate and the Erie. Advantageous switching rates are in effect between Canal and Lake docks and the warehouse.

Victor A. Fradenburgh, long experienced in traffic and warehousing problems, is manager in charge of operation.

"It is our purpose," according to Herbert H. Lederer, the company's president, "to fill the demands of the grocery interests for a much-needed public warehouse facility and convenience; to better serve the wholesalers in that area."

Roosevelt Firm Takes Over a Bekins Plant in Seattle

The Roosevelt Transfer & Storage Co., established in Seattle in 1918, has negotiated a five-year lease on the Bekins Moving & Storage Company six-story warehouse at 11th Avenue Northeast and East 40th Street.

The arrangement requires payment of \$27,000 in guaranteed rental over the lease period with a percentage of 50 per cent on all storage and warehousing business and 12 per cent on packing and moving business.

Advance to Build

Plans for construction of a truck freight terminal costing \$28,000 have been announced by the Advance Transportation Co., Milwaukee, trebling the firm's present space. The building will be the first in Milwaukee built expressly as a truck freight terminal, according to George J. Lindner, secretary. It will house all operations of the company and will include offices, a warehouse, garage, inside docks and paint and repair shops.

New Beaumont Firm

The Jefferson Warehouse and Cold Storage Company opened a refrigerated warehousing business in the modern three-story Reed Building at Main and Bowie Streets, Beaumont, Tex., on July 1.

The manager is O. W. Morrison, formerly manager of the Terminal Warehouse & Storage Co., Beaumont.

New Incorporations as Announced Within the Storage Industry

(Concluded from page 42)

Inc. Capital not stated. Incorporators, L. M. Sampson and E. A. Webster.

Galveston—Alamo City Compress & Warehouse Co., Inc. Capital \$36,000. Incorporators, N. Hartung and C. S. Kuhn.

Houston—Herrin Transfer & Warehouse Co. Capital stock \$1,000. Incorporators, C. G. Herrin, Mrs. C. G. Herrin and O. B. Herrin.

Houston—New Ice Service, Inc. Cold storage warehouse and ice plant. Capital \$30,000. Incorporators, J. S. Marshall, 1605 Westheimer Street, and R. W. Horlock.

Tyler—Independent Terminal Co., Inc. Warehousing and trucking. Capital \$110,000. Incorporators, M. M. Travis and J. W. Gilliland.

Virginia

Richmond—American Refrigeration Co., Inc. Cold storage warehouse and ice plant. Capital \$25,000. H. L. Sizer is president.

Wisconsin

Racine—Racine Terminal Warehouse & Transfer Company. Capital 100 shares of common stock of \$100 value each. Incorporators, W. Koshen, J. A. Kutil and C. O. Berenger.

Richland Center—Richland Warehouse Co., Inc. Capital not stated. Incorporators, A. German and A. D. German.

Developing New Business: Household Equipment

(Concluded from page 26)

as high at \$12.50 for a large unit to go 15 miles out. From \$3 to \$10 would be a fair average rate. One warehouseman told me, about a year ago, that the average revenue per refrigerator for six months' servicing was "about \$6"; another who states that his company installed 5,182 units during 1934, had a revenue "of \$35,000"—which would figure out somewhat more than \$6 per unit. It approaches \$7 apiece.

For water coolers and beer-chests the rates in effect vary widely. The units range from small ones up to possibly a weight of 300 pounds; I have heard of chests even larger by 100 pounds. The lowest rate I have jotted down in my memorandum notes is \$1.25 and the highest \$12.50.

The sellers—which usually means the local ice company—include installation and "one filling with ice"

in the quoted price. In order that the newly installed cooler or chest may not stand empty these companies ask the warehouseman's crew to make telephone report of the installation when completed; from the purchaser's home if possible. Then a delivery of ice is made as expeditiously as possible. Woe to the warehouse crew who telephones a "job finished" report to the wrong seller! "As sure as they do," grumbled one warehouseman, "it turns out that the purchaser was a prospect of both companies and our report is the first hint that a sale has slipped by to the rival."

Average rates for these installations I am not able to supply. They spread over a wide range.

Water coolers and beer-chests should not be overlooked by the warehouseman.

The ice manufacturers are behind a campaign to teach people that ice has many health advantages over iceless refrigeration and these "superior" qualities touch drinking water and such beverages as bottled liquids quite as intimately as they do raw foods.

Sales of these units are bounding upwards, not only in the large cities but also in country towns; and in suburban localities most of all.

Installation servicing promises to be more and more in demand in the next year.

Consolidated Organized by Sebold in Atlanta

FORMATION of the Consolidated Van and Storage Companies, Inc., with headquarters in Atlanta, is announced by George Sebold, who is the president. Mr. Sebold was formerly president of the Walker Storage & Van Co., Atlanta, and was at one time identified with the Weimar Storage Co., Inc., Elizabeth, N. J. He is past president of the New Jersey Furniture Warehousemen's Association. Raymond R. House, vice-president of the new concern, also is a veteran in the industry.

The company, it is stated, is associated with affiliated organizations in Nashville, Jacksonville, Miami, New York, Chicago, St. Louis and other points. Local moving, shipping, and packing are being handled from the company's large warehouse at Spring Street, Atlanta, while long-distance shipping is being handled at the company's Auburn Avenue warehouse formerly occupied by the Cathcart Van and Storage Company. A fleet of five trucks is being operated out of Atlanta.

Construction Developments Purchases, Etc.

(Concluded from page 42)

Inc., plans construction of a \$35,000 1-story cold storage warehouse financed by RFC funds.

Tennessee

Humboldt—Pruett Trucking Co. has opened a moving, storage, packing and shipping business.

Memphis—P&B Transfer & Storage Co., Inc., plans to erect in a residential district a \$75,000 5-story concrete and steel fireproof warehouse, 50 by 150 feet, for storage of household goods.

Texas

Brownsville—Brownsville Navigation District has arranged through Federal aid to erect two \$75,000 1-story warehouse buildings and transit sheds, each 120 by 400 feet, as part of a \$500,000 harbor development project.

Washington

Seattle—University Transfer & Storage Co. has been purchased by George W. Wilcox, who has merged the firm with King Auto Transfer. University has established its headquarters at 4301 University Way.

Wenatchee—American Fruit Growers' Association plans to convert into a cold storage warehouse a 2-story building, 60 by 200 feet with capacity of 120 cars, at a cost of \$50,000.

West Virginia

Martinsburg—Inland Service Corporation plans early construction of a \$40,000 1-story cold storage warehouse.

Wisconsin

Superior—Harbor Department is seeking Federal aid to finance construction of a multi-story cold storage warehouse and municipal dock at a cost of \$700,000.

Triangle Succeeds Merchants Firm in Belleville, Ill.

The Triangle Express and Transfer Company is replacing the Merchants Transfer & Storage Company of Belleville, Ill.

Raymond L. Culli, former operating executive of Merchants, will be in charge of the management of the Triangle company. The officers, all of St. Louis, are Erven I. Scheibe, Sr., president; Erven I. Scheibe, Jr., vice-president; William Seeley, secretary; and Walter F. Bellar, supervisor.

According to Mr. Culli the new firm will carry on the services formerly offered by Merchants and is retaining its local office at Second and Monroe Streets.

The Merchants firm had been operating in Belleville since 1912.

Reversal of Ruling in Jersey City Warehouse Situation

A NEW opportunity has been granted, by the United States Circuit Court of Appeals in Philadelphia, to the Pennsylvania Railroad Co. to try to collect \$5,215,168.86 from the Fidelity and Deposit Company of Maryland. This chance was offered when the Appellate Court on Aug. 8 reversed Judge Dickinson, of the United States District Court, who had non-suited the railroad and refused to take off the compulsory non-suit, and from which judgment of the trial Court the railroad had appealed. The Appellate Court, in the opinion, which was written by Judge Buffington, remanded the case for a new trial.

The appeal was heard before Circuit Judges Buffington and Thompson, and District Judge Johnson. The case is of special interest to warehousemen and involved the former Pennsylvania Dock & Warehouse Co., Jersey City, which went into bankruptcy. The trial court non-suited the railroad on Sept. 19, 1934.

The suit had been brought by the railroad in trial Court against Fidelity, upon a security bond given by the latter for performance, by the Pennsylvania Dock & Warehouse Co., of a building contract between it and the railroad. This contract, the railroad contended, the warehouse company and Fidelity had not fulfilled, to the damage of the railroad. The railroad claimed that the sum of \$5,215,168.86 represented the losses it contended it had suffered through the failure by the warehouse company to fulfill its agreement to erect, at its own expense, a warehouse, manufacturing lofts and a cold storage plant in the railroad's Jersey City yards which the road had leased to the warehouse at a graduated rental for a period of 21 years; and also to construct a tunnel underneath the railroad's passenger station in those yards, as well as a foot-way and a ramp. The Fidelity, it was alleged, had guaranteed completion of all this work, under bond.

Position Wanted

By man with more than 25 years of experience in the free and bonded warehouse business in New York City. Experienced in book-keeping, receiving and delivery, traffic and warehouse management.

Willing to start at moderate salary.

Address Box R-529, care of **Distribution and Warehousing**, 249 West 39th Street, New York City.

P & B to Build

H. C. Parotte, president of P & B Transfer & Storage Co., Inc., Memphis, Tenn., will build an additional warehouse at a cost of \$65,000. The new plant will be six stories, of brick and concrete.

Greeley on Cruise

Robert C. Greeley, president of the Greeley Warehouse Co., Cleveland, left on Aug. 17 for a thirteen-day cruise to Panama.

Hours and Wage Violations in the Trucking Industry

DISTRIBUTION AND WAREHOUSING'S WASHINGTON BUREAU, 1137 National Press Building.

A TOTAL of 303 departures from the labor provisions which prevailed under the trucking industry's NRA code, and 23 instances of price cutting, have been established by the Recovery Administration since the Blue Eagle went out of existence, President Roosevelt has informed Congress in conjunction with his request for recess study of means to revive the National Recovery Administration.

The skeletonized NRA, now a mere fact-finding body, has been surveying the industry and has submitted its first report, listing the retreats from Code conditions. This month-to-month review will continue, the President announced.

During July, and until August 13, reports were received of 97 instances of increases in hours in 28 States; 123 instances of decreases in wages in 12 States; 83 instances of hours increased and wages reduced in 16 States; and 23 instances of price cutting in seven States.

—James J. Butler.

"How to
Make Money"
Washing
Carpets



WHETHER or not you are already engaged in the carpet cleaning business, you will be interested in a booklet, "How to Make Money Washing Carpets the Hild Way."

This booklet describes the Hild method of washing rugs and carpets without removing them from the floor. It shows how carpet cleaners are now able to secure profitable contracts for cleaning tacked-down carpeting—contracts which heretofore they were unable to get. It also shows how the cost of cleaning carpets (either on-the-floor or in the cleaner's plant) is brought down to less than ½ cent per square foot. An actual example is given of one cleaner who regularly earns a profit of 2 to 4½ cents per square foot on his carpet cleaning work.

The Hild method consists of shampooing carpets with a specially designed rotary scrubbing machine and Hild rug shampoo. All of the difficulties heretofore experienced in cleaning carpets on the floor are claimed to be overcome by this

method. Volatile chemicals in the shampoo eliminate the necessity of rinsing or wiping, also preventing any soap residue from remaining in the carpet.

A specially designed shower-feed refillable brush (patent applied for) is used with the machine. This brush distributes a light, even film of the shampoo solution over the entire surface of the carpet. As a result the carpet is never soaked through, and the danger of shrinkage is thus eliminated. The shower-feed brush also assures perfectly even cleaning action, preventing the streaked, spotty appearance which so often mars the appearance of carpets that are cleaned on the floor.

A copy of the booklet describing the above method of rug cleaning may be obtained without cost by writing the **Hild Floor Machine Co.**, 1313 W. Randolph St., Chicago. *Distribution and Warehousing.*

WHERE TO BUY



The purpose of this department each month is to keep you informed of all products, supplies, etc., that you normally use in your business plus new products that are from time to time placed on the market.

We ask that you refer to the "Where-to-Buy" department and keep posted on the new, as well as the old firms whose aim it is to help you

save and earn more in the operation of your business. Should you not find listed or advertised in this "Where-to-Buy" department the product you wish to purchase, please write us and we will be glad to send you the makers name and address. Our desire is to serve you in every way we can.



DISTRIBUTION AND WAREHOUSING

The Business Paper of the Warehouse Industry

249 West 39th Street
New York

WHERE TO BUY

BODIES (Van)

Burch Body Co.; Rockford, Mich.
Cook Wagon Works, Inc.; A. E.; 77 E. North St., Buffalo, N. Y.
Donigan & Nielson; 743-747 Third Ave., Brooklyn, N. Y.
Gerstenslager Co.; Wooster, Ohio.
Guedelhoefer Wagon Co., John; 202 Kentucky Ave., Indianapolis, Ind.
Haskelite Mfg. Corp.; 208 W. Washington St., Chicago, Ill.
Met-L-Wood Corp.; 6755 W. 65th St., Chicago, Ill.
Proctor-Keefe Body Co.; 7741 Dix Ave., Detroit, Mich.
Schaefer Wagon Co., Gustav; 4168 Lorain Ave., Cleveland, Ohio.

Do Your Vans Shout Dependability
They will if built by
THE GERSTENSLAGER CO.
The Only Exclusive Van Body Builders in the U. S.
WOOSTER OHIO

BOXES, (Moving)

Anderson Box & Basket Co., Drawer No. 10, Audubon District, Henderson, Ky.
Byrnes, Inc., W. L.; 446-448 E. 134th St., New York, N. Y. (Plano)
Eclipse Box & Lumber Co.; 18-20 Wooster St., New York, N. Y.
Lewis Co., G. B.; Watertown, Wis.
Miami Mfg. Co.; Peru, Ind.

BOX STRAPPING (Machines and Supplies)

Acme Steel Goods Co.; 2886 Archer Ave., Chicago, Ill.
Cary Products Co., Inc.; 126 Nassau St., Brooklyn, N. Y.
Harvey Spring & Forging Co.; Racine, Wis.
Signode Steel Strapping Co.; 2600-2620 N. Western Ave., Chicago, Ill.
Stanley Works; Grove Hill & Lake St., New Britain, Conn.

BRINE

Solvay Sales Corp.; 40 Rector St., New York, N. Y.

CARPET CLEANING EQUIPMENT

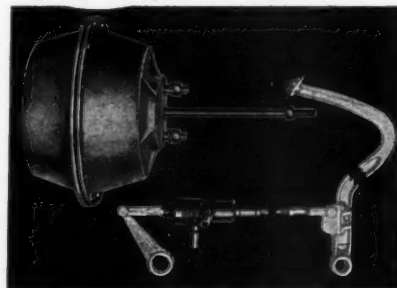
American Laundry Mch. Co.; Norwood Sta., Cincinnati, Ohio.
Chief Mfg. Co.; 806 Beecher St., Indianapolis, Ind. (Beaters, stationary.)
Cleveland Rug Cleaning Mch. Co.; East 55th St. & Erie B.R., Cleveland, Ohio.
Electric Rotary Mch. Co.; 3246 W. Lake St., Chicago, Ill.
Kent Co., Inc.; 542 Dominick St., Rome, N. Y. (Shampooing equipment.)
Superior Rug Mch. Co.; 2358 Ogden Ave., Chicago, Ill.
United Vacuum Appliances Corp.; Dept. IX, Twelfth St. & Columbia Ave., Connersville, Ind.

NEW PRODUCTS

Lathan-Besler Power Brake
for Fords at \$25 Complete

STYLED No. 0-392, this new outfit delivers full responsive power direct on 1935 Fords to the wheels in equal measure without friction loss. It is energized entirely by the engine vacuum.

No moving surface contacts the chamber walls, hence there is no friction and comparatively no wear. Lubrication is unnecessary. Also, there is no folding or stretching action to deteriorate the diaphragm. Cupped over a steel supporting plate the diaphragm simply rolls with the action of the unit.



Full power is transmitted by the pull rod direct to the brake mechanism from the diaphragm plate. The additional leverage multiplies pulling power.

Installation is accomplished without changing the present brakes or interfering with their manual operation.

The outfit includes the power chamber, mounting brackets, foot control valve, necessary tubing, connections, etc. Shipping weight 15 pounds. Lists at \$25. Maker, Lathan Co., Inc. San Francisco, Cal. and Detroit, Mich. *Distribution and Warehousing.*

Chance Now Has Complete
Line of Piston Rings

WITH the introduction of its new Pre-Fit truck ring, the W. A. B. Chance Co. can now offer a complete line of quality piston rings. This line with the addition of the truck ring now consists of the Pre-Fit ring, the Gas-Tite ring, the Flexo-Gas-tite ring, and the Gas-Tite tractor ring.

In making this announcement, the Chance company outlines some of the interesting steps which led up to their development.

During 18 years of continuous piston ring manufacturing experience, millions of rings have been produced and sold to many of the largest establishments in the United States. Refinements in piston ring design and manufacturing methods developed over this long period put the Chance line of piston rings among the leading producers of efficient and economical piston ring performance.

Today its plant in Centralia, Mo., covers 25 acres of floor-space and includes every facility for the manufacture of high grade piston rings. Here a modern foundry is maintained. Among the outstanding developments originated and perfected in this foundry is the nickel-alloy cast iron of which its rings are made. According to the Chance company a different ratio of the ingredients making up this nickel-alloy cast iron is used to each size ring to assure proper elasticity or tension, to assure proper hardness in relation to the metal in the cylinder wall, and to assure long life. Controlling these ratios or mixtures to give these results requires exacting accuracy which previously had been considered by metallurgists to be unobtainable.

Another feature which led to the development of this quality line of piston rings is the fact that each ring is individually cast—instead of several being cut from a single casting or "spool." This is done to effect uniform hardness on all sides of every ring, and all the way through—resulting in uniform tension, uniform efficiency and uniform wear.

Every member of the Chance line contains the "pre-fit" feature which means that all fitting is done at the factory. This feature allows mechanics to install their rings quickly and easily without figuring, fitting or filing—also reduces ring breakage to the minimum. Each specified ring size includes the ring gap, allowing a minimum gap clearance of .003 per inch of ring diameter.

Further information on the Pre-Fit Piston Ring, or the complete Chance line, may be obtained by writing to the A. B. Chance Co., Centralia, Mo. *Distribution and Warehousing.*

Truck Bed Unloads 11 Tons in 5 Minutes

A NEW truck bed for motor trucks, capable of loading and unloading 11 tons in 5 minutes with one-man operation.

The bed will, its producers feel, revolutionize heavy hauling. Amount of time consumed in loading and unloading heavy machinery and supplies, such as pumps, engines, safes, large crates and the like, has been reduced to 2 to 3 minutes; and danger of breakage or accidents has been eliminated to a very great extent, says Guy Slater, manufacturer.

In tests at the Sand Springs factory, one man has loaded and unloaded a 5800-pound square block of cast iron in less than 2 minutes.

The truck bed is securely fastened to the truck frame, and travels on a sliding reach, sliding from the chassis to rest rear end on the ground near the object to be loaded. A winch



line is put around the piece and the engine pulls it over to rest on the bed. Continuing the pull, the object rests on the bed as it is pulled back onto the truck chassis in horizontal position.

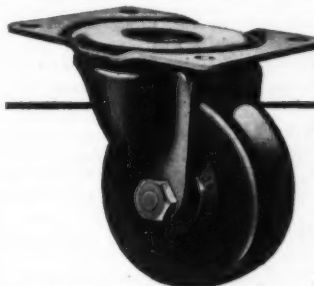
The bed is built on two 5½-inch, 20-pound seamless steel pipe runners. The cross members are 3½-inch, 7½-pound pipe placed about 3 feet apart, depending on the size of the truck and length of bed. The tracks for runners are 7-inch, 24-pound pipe, and the cross members are 4-inch channel iron reinforced with wood for friction, and bolting to the truck frame.

The reach is made of 4½-inch, 15-pound pipe and the sleeve of 5½-inch, 20-pound pipe and braced with 5/16-inch plate. Rear rollers for the reach are 4 by 4 inches and front rollers 1½ by 5 inches. The winch line rollers are 3 by 24 inches horizontal and 3 by 10 inches vertical. The winch line roller frame is 1 by 5 inches flat mild steel bar.

Foregoing specifications are on 2, 2½, 3, 3½, and 4-ton

CASTERS (Truck)

American Caster Co.; P. O. Box 524, Hamilton, Ohio.
Bassick Co.; 38 Austin St., Bridgeport, Conn.
Bond Foundry & Mch. Co.; Manheim, Lancaster County, Pa.
Clark Co.; George P.; 4 Canal St., Windsor Locks, Conn.
Colson Corp.; Box 550, Elyria, Ohio.
(See advertisement elsewhere in this issue.)
Darnell Corp., Ltd.; 3517 E. 11th St., Long Beach, Cal.
Divine Bros.; 101 Whitesboro St., Utica, N. Y.
Fairbanks Co.; 393-399 Lafayette St., New York, N. Y.
Faultless Caster Co.; 1521 No. Garvin St., Evansville, Ind.
Hamilton Caster & Mfg. Co.; Hamilton, Ohio.
Lansing Co.; 602 Cedar St., Lansing, Mich.
Menasha Wood Split Pulley Co.; P. O. Box No. J, Menasha, Wis.
New Britain Mch. Co.; 140 Chestnut St., New Britain, Conn.
Nutting Truck Co.; 252 W. Kinzie St., Chicago, Ill.
Payson Mfg. Co.; 2920 Jackson Blvd., Chicago, Ill.
Phoenix Caster Co.; Hamilton, Ohio.
Saginaw Stamping & Tool Co.; Saginaw, Mich.
Service Caster & Truck Co.; 517 N. Albion St., Albion, Mich.
Sippel Co., Wm. H.; Dept. D-W, South Bend, Ind.
Tucker & Dorsey Mfg. Co.; Dept. D. W., S. State & Bates St., Indianapolis, Ind.
Z-K Equipment & Supply Co.; 1227 Prospect Ave., Cleveland, Ohio.



No. 3616 or 3619 steel ball bearing swivel with Atlasite or Baco composition wheels.
THE IDEAL DOLLIE CASTERS

Bassick
TRUCK CASTERS

Over 456 sizes and types, from 2" to 10" diameter wheels—for every class of service.

THE BASSICK COMPANY
Bridgeport Connecticut

CLOCKS (Time and Watchmen's)

Detex Watchlock Corp.; 4147 E. Ravenswood Ave., Chicago, Ill. (Watchmen's only)
Simplex Time Recorder Co.; Lincoln Blvd., Gardner, Mass.
Stromberg Elec. Co.; 223 W. Erie St., Chicago, Ill. (Time only)

CONTAINERS (Shipping)

Bird & Son, Inc.; Mill St., East Walpole, Mass.
Hummel & Downing; Milwaukee, Wis.
King Stge. Wsh., Inc.; Erie Blvd. at S. West St., Syracuse, N. Y.
Lewis Co., G. B.; Watertown, Wis.

CONVEYORS

Alvey-Ferguson Co.; 75 Blaney Ave., Cincinnati, Ohio. (Gravity)
Alvey Mch. Co.; 3200 S. Broadway, St. Louis, Mo. (Portable, power and gravity)
Bartlett & Snow Co., C. O.; 6218 Harvard Ave., Cleveland, Ohio.
Bodinson Mfg. Co.; 4401 San Bruno Ave., San Francisco, Cal. (Portable and gravity)
Clark Fractractor Co.; Battle Creek, Mich.
Jeffrey Mfg. Co.; 989 N. Fourth St., Columbus, Ohio.
Link-Belt Co.; 300 W. Pershing Rd., Chicago, Ill. (Portable and gravity)
McKinney-Harrington Conveyor Co.; North Chicago, Ill. (Portable and stationary)
Otis Elevator Co.; 26th St. and 11th Ave., New York, N. Y. (Gravity)
Standard Conveyor Co.; Dept. 12, 315 Second Ave., N. W., North St. Paul, Minn. (Portable, power and gravity)

CORDAGE

Pilcher-Hamilton-Daily Co.; 348 N. Dearborn St., Chicago, Ill.
Powers & Co.; 26th & Reed Sts., Philadelphia, Pa. (Flat)
(See advertisement elsewhere in this issue.)

COVERS (Paper Furniture)

Ace Paper Co., Inc.; 127 Bleeker St., New York, N. Y.
Pilcher-Hamilton-Daily Co.; 348 N. Dearborn St., Chicago, Ill.

COVERS (Piano)

Canvas Specialty Co., Inc.; 90 Grand St., New York, N. Y.
(See advertisement elsewhere in this issue.)
Fulton Bag & Cotton Mills; Box 1726, Atlanta, Ga.
(See advertisement elsewhere in this issue.)
Iden Warehouse Supply Co.; 564 Washington Blvd., Chicago, Ill.
New Haven Quilt & Pad Co.; 82-86 Franklin St., New Haven, Conn.
(See advertisement elsewhere in this issue.)
Powers & Co.; 26th & Reed Sts., Philadelphia, Pa.
(See advertisement elsewhere in this issue.)
Self-Lifting Piano Truck Co.; Findlay, Ohio.
(See advertisement elsewhere in this issue.)
Werner Canvas Products Co.; 2 Water St., Brooklyn, N. Y.

COVERS (Truck) (Tarpaulins)

Baker-Lockwood Mfg. Co., Inc.; McGee Trafficway at 23rd St., Kansas City, Mo.
Breen, Wm. H.; 219 Rutherford Ave., Charlestown, Mass.
Carpenter & Co., Geo. B.; 440 N. Wells St., Chicago, Ill.
Channon Co., H.; 149 N. Market St., Chicago, Ill.
Des Moines Tent & Awning Co.; 913 Walnut St., Des Moines, Iowa.
Fulton Bag & Cotton Mills; Box 1726, Atlanta, Ga.
(See advertisement elsewhere in this issue.)

COVERS (Truck Tarpaulins)—Continued

Hoegge Co., Inc., Wm. H.: 138 S. Main St., Los Angeles, Cal.
Hooper & Sons Co., Wm. E.: 3502 Parkdale St., Baltimore, Md.
Iden Warehouse Supply Co.: 564 Washington Blvd., Chicago, Ill.
Michigan Tent & Awning Co.: 1922 W. Canfield Ave., Detroit, Mich.
Powers & Co.: 26th & Reed Sts., Philadelphia, Pa.
(See advertisement elsewhere in this issue.)
Seattle Tent & Awning Co.: First Ave. & Columbia St., Seattle, Wash.
U. S. Tent & Awning Co.: 707 N. Sangamon St., Chicago, Ill.
The Wagner Awning & Mfg. Co.: 2658 Scranton Road, Cleveland, Ohio.

DOLLIES

Hamilton Caster & Mfg. Co.: Hamilton, Ohio.
International Engineering, Inc., 1145 Bolander Ave., Dayton, Ohio.
(See advertisement elsewhere in this issue.)
Nutting Truck Co.: 252 Kinzie St., Chicago, Ill.
Service Caster & Truck Co.: 517 N. Albion St., Albion, Mich.
Z-K Equipment & Supply Co.: 1227 Prospect Ave., Cleveland, Ohio.

DOORS (Elevator and Fire)

California Ppf. Door Co.: 1919 E. 51st St., Los Angeles, Cal. (Fire)
Harris-Preble Door Co.: 228 N. LaSalle St., Chicago, Ill. (Fire)
Kinnear Mfg. Co.: 1276 Fields Ave., Columbus, Ohio. (Fire)
National Refrigerator Co.: 827 Koein Ave., St. Louis, Mo. (Cold stage.)
Pelle Co., The: Harrison Pl. & Stewart Ave., Brooklyn, N. Y. (Elevator)
Richmond Ppf. Door Co.: N. W. Fourth & Center Sts., Richmond, Ind. (Elev. and fire)
Security Fire & Door Co.: 3044 Lambdin Ave., St. Louis, Mo. (Elev. and fire)
Smith Wire & Iron Works, F. P.: Fullerton, Clybourne & Ashland Aves., Chicago, Ill. (Fire)
Variety Mfg. Co.: 2958 Carroll Ave., Chicago, Ill. (Cold stage. and fire)
Vulcan Rail & Const. Co.: Grand St. & Garrison Ave., Maspeth, N. Y. (Fire)

ELEVATORS

Alvey-Ferguson Co., Inc.: 75 Blisney Ave., Oakley, Cincinnati, Ohio.
Montgomery Elev. Co.: 30 Twentieth St., Moline, Ill. (Passenger and freight)
Otis Elevator Co.: Eleventh Ave. & 26th St., New York, N. Y.
Warsaw Elev. Co.: 216 Fulton St., Warsaw, N. Y. (Passenger and freight)

ELEVATORS (Portable)

Barrett-Cravens Co.: 3264 West 30th St., Chicago, Ill.
Economy Eng. Co.: 2651 W. Van Buren St., Chicago, Ill.
Jeffrey Mfg. Co.: 989 N. Fourth St., Columbus, Ohio.
Lewis-Shepard Co.: 124 Walnut St., Watertown Sta., Boston, Mass.
Link-Belt Co.: 2045 Hunting Park Ave., Philadelphia, Pa.

EXTINGUISHERS (Fire)

American-La France and Foamite Corp.: 100 E. La France St., Elmira, N. Y.
Elkhart Brass Mfg. Co.: 1802 W. Beardsley Ave., Elkhart, Ind.
Oil Conservation Eng. Co.: 877 Addison Rd., Cleveland, Ohio
Pacific Fire Extinguisher Co.: 142 9th St., San Francisco, Cal.
Pyrene Mfg. Co.: 560 Belmont Ave., Newark, N. J.
Safety Fire Extinguisher Co.: 290 Seventh Ave., New York, N. Y.
Solway Sales Corp.: 40 Rector St., New York, N. Y.

FANS (Industrial Ventilation)

International Engineering, Inc., 1145 Bolander Ave., Dayton, Ohio.
(See advertisement elsewhere in this issue.)

INSECTICIDES

Barrett Co.: 40 Rector St., New York, N. Y.
(See advertisement elsewhere in this issue.)
Carbide & Carbon Chemicals Corp.: 30 E. 42nd St., New York, N. Y. (Gas)
Cenol Co., Dept. M.: 4250-56 No. Crawford Ave., Chicago, Ill.
Enox Chemical Co.: 2430 Indiana Ave., Chicago, Ill.
Grasselli Chemical Co.: Guardian Bldg., Cleveland, Ohio.
Gretsch & Co., Inc.: Ralph, 1150 Broadway, New York, N. Y.
Michigan Alkali Co.: 60 E. 42nd St., New York, N. Y.
Midway Chemical Co.: 5235-5259 W. 65th St., Chicago, Ill.
National Home Sanitation Co., Dept. A.A.: 627 First Ave., North, Minneapolis, Minn.
Potter Mfg. Co., Inc.: Dept. H., 12 Henry St., Bloomfield, N. J.
White Tar Co.: Dept. W., Belleville Turnpike, Kearny, N. J.
(See advertisement elsewhere in this issue.)
Wizard, Inc.: 5235-5259 W. 65th St., Chicago, Ill.

NAPHTHALENE FLAKES

Barrett Co.: 40 Rector St., New York, N. Y.
(See advertisement elsewhere in this issue.)
Gretsch & Co., Inc.: Ralph, 1150 Broadway, New York, N. Y.
White Tar Co.: Dept. W., Belleville Turnpike, Kearny, N. J.
(See advertisement elsewhere in this issue.)

MOTH-CRAFT PRODUCTS

give safe, sure and inexpensive insurance against damage by moths



NAPHTHALENE FLAKES and PINE TAR PAPER

24 hour shipment and personal attention to every order.

Write or phone
RALPH GRETSCH & CO., INC. 1150 Broadway, N. Y. C.
Phone AShland 4-9417

trucks. Material weights vary proportionately on lighter or heavier trucks. Each bed is custom made for the customer's truck. Standard equipment will include metal tool box, 2 by 3 feet by 6 inches; also, two width lights and two taillights recessed.

Floorings will be available in 2-inch oak and 3-inch pine. Weight of a 7 by 11-foot bed without flooring is 1600 pounds. With an oak floor the weight is 2699 pounds and with pine 2200 pounds.

The marketing company will be the Sliding Truck Bed Co., Sand Springs, Okla. Its principals are Mr. Slater, Sand Springs, and James L. Stratton and Albert J. Henry, both of Oklahoma City. *Distribution and Warehousing.*

York's New Low-Priced Air Conditioner

BUILT into a single cabinet, this new portable unit extends the York air-conditioning line from huge installations involving large tonnage of refrigeration down to the smallest spaces inhabited by man.

The new air-conditioner is air-cooled so that no water pipes are required. A special feature is positive introduction of fresh air from outdoors. The price is no greater than that of a good-sized electric refrigerator.

This unit provides for cooling, dehumidification, cleaning, circulating, and freshening the air in a room.

It is designed to be placed beside a window, and has a telescopic duct arrangement in the rear from which outside air is drawn for introduction into the room, and also for cooling the refrigerant condenser. It is mounted on rubber-tired ball-bearing casters so that it is readily portable.

Heat removed from the room, and moisture which results from dehumidification, are discharged to the outside atmosphere through the duct connection. The window duct connection, fitted under a raised window sash, is adjustable to fit window widths from 31 1/4 to 51 inches, or with special cutting to as narrow as 22 inches.

Insulation and mounting have made it possible to produce a sound level which is lower than that of an ordinary desk fan. Maker, York Ice Machinery Corp., York, Pa. *Distribution and Warehousing.*

Goodrich Radiator Stop Leak and Top Seal

THE Stop Leak has a metallic base and is easy to use. Merely pouring it into the radiator does the job quickly and safely, it is claimed. Its powdered form goes into solution and fills up the holes in the radiator, making a permanent repair, the makers state. Put up in 1 by 4-inch celluloid composition tubes with metal screw-top caps, one capsule contains sufficient solder to seal the leaks in an ordinary radiator.

The Top Seal is put up in 1 by 6-inch lithographed tubes and is recommended for sealing cracks around the moulding and for binding top material. It is equally adapted for use on drip moulding and cracked ignition wires. It dries hard in about 30 minutes and does not spot. Maker, B. F. Goodrich Co., Akron, Ohio. *Distribution and Warehousing.*

Kwick-Kut Tire Grooving Tools for Truck Sizes

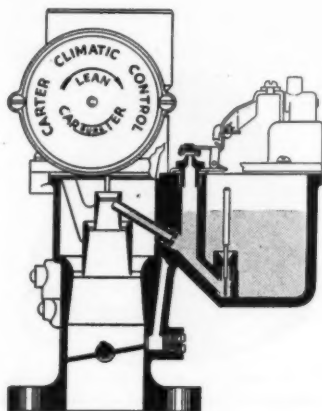
THE new 1935 Kwick-Kut catalog shows all of the new models of hand tools as well as the Tred-Kut power-driven straight line grooving machine.

The Camion Craftsman, a new 300-watt heavy-duty grooving tool for all sizes of tires, but built especially for the largest truck pneumatics, has a cast aluminum grip type handle and a new heat regulator. This new tool is being used by Goodyear (mileage department), Standard Oil, Shell Petroleum and other national concerns.

The Pathfinder is a new draw-type tool with a 200-watt heating element. It is said to be unusually hot and fast in operation. The quality is on a par with the Craftsman series and carries a 2-year guarantee. Maker, Kwick-Kut Mfg. Co., St. Louis, Mo. *Distribution and Warehousing.*

Carter Carburetor Has Anti-Percolating Unit

PUT a tea-kettle full of water on a hot stove and as soon as the water reaches the boiling point it runs out of the spout and down over the stove. To stop it, you simply lift the lid. The action of a down-draft carburetor over a hot engine is the same as with the kettle. The heat of the engine causes the gasoline in the bowl of the carburetor to boil over and run



down into the intake manifold—making it difficult to start the engine in the warmest weather.

The Carter engineers have solved this problem through the development of an anti-percolating unit which prevents the gasoline from being forced out of the nozzle by the automatic lifting of a "lid" when the throttle is closed. Maker, Carter Carburetor Corp., St. Louis, Mo. Distribution and Warehousing.

Rat-Killium Liquid Easy to Use

THE active ingredient of this exterminator is Red Squill, which is claimed to have been approved and recommended for this purpose by the U. S. Department of Agriculture. Seven and one-half drops will kill a 2-pound rat.

Some hours after the rat has eaten this bait, paralyzes of the respiratory organs set in. The rodent's craving for air and water becomes so intense that it makes for the open spaces. Rats killed with this ingredient are frequently found a mile away from where the bait was placed. Made and sold exclusively by Tyler Bell Products, New York City. Distribution and Warehousing.

DeLuxe Oil Filter Also Neutralizes Acids

NECESSARY to change the cartridge only when the oil becomes discolored and then it can be changed in less than a minute without tools.

The filter does not attempt to strain the colloids or hard



PADS (Canvas Loading)

Canvas Specialty Co., Inc., 90 Grand St., New York, N. Y.
Fulton Bag & Cotton Mills, Box 1724, Atlanta, Ga.
Goth Co., Walter M., 630 W. Adams St., Chicago, Ill.
Iden Warehouse Supply Co., 564 Washington Blvd., Chicago, Ill.
Louisville Bedding Co., Preston & Market Sts., Louisville, Ky.
Michigan Tent & Awning Co., 1922 W. Canfield Ave., Detroit, Mich.
New Haven Quilt & Pad Co., 82-86 Franklin St., New Haven, Conn.

(See advertisement on page of this issue)
Powers & Co., 26th & Reed Sts., Philadelphia, Pa.
Seattle Tent & Awning Co., First Ave. & Columbia St., Seattle, Wash.
Wagner Awning & Mfg. Co., 2658 Scranton Rd., Cleveland, Ohio.
Western Felt Works, 4029 Ogden Ave., Chicago, Ill.
(See advertisement elsewhere in this issue)

IRON HORSE

Reg. U. S. Pat. Off.

FURNITURE PADS

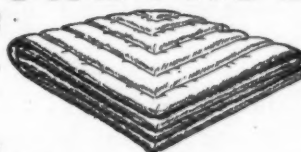
Always improving values through nineteen years of honest service.

Cut sizes 36 x 72, 54 x 72, 72 x 72, 80 x 72.

Write for prices and samples.

Van Linings Grand Covers Tietape

CANVAS SPECIALTY CO., Inc. 90 Grand St., N.Y.C.



Fulco Gilt-edge FURNITURE PADS

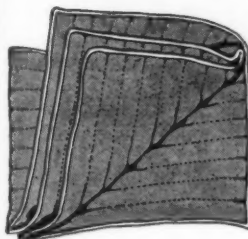
Extra-quality Furniture Pads, easily identified by the brilliant gilt-edge webbing at ends. Webbing gives longer life. Generous thickness assures perfect protection. Filler positively will not lump.

Write now for complete information, prices and terms on the New 1935 line of Fulco Furniture Pads, Radio Covers, Tarpaulins, Burlaps, etc. Address nearest plant or branch listed below.

Fulton Bag & Cotton Mills

Manufacturers Since 1870

Atlanta St. Louis Dallas
Minneapolis Brooklyn New Orleans Kansas City, Kan.



POWCO FURNITURE PADS

CUT SIZE { 72 x 36"
72 x 54"
72 x 72"
72 x 80"

Quality pads, extra heavy cover, bound on all four sides, which means twice the service; lock-stitched, not chain stitched, prevents raveling.

Filler laid one way, stitched the opposite, prevents "thinning out" or "lumping." Made with cotton filler gives extra thickness and permanent body.

Furniture Tape, 1 1/2" wide, Rolls of 27 yards.

Tarpaulins Truck Covers Awnings

POWERS & CO. REED ST. 25TH TO 26TH PHILADELPHIA

PADS (Excelsior Wrapping)

American Excelsior Corp., 1000-1020 N. Halsted St., Chicago, Ill.
Dale Bros. Excelsior Pad Co., 1659 Plainfield Ave., N. E., Grand Rapids, Mich.
Indiana Excelsior Co., S. Keystone Ave. & Belt R.R., Indianapolis, Ind.
Pioneer Paper Stock Co., 445 W. Ohio St., Chicago, Ill.
Sheboygan Pad Co., 1301-5 Erie Ave., Sheboygan, Wis.
Washington Excelsior & Mfg. Co., Ft. of Main St., Seattle, Wash.

WESTFELT

FURNITURE PADS

A Quality Pad PRICED RIGHT

Made to the specifications of one of the country's largest users of furniture pads.

Jute lined, tough, soft covering, with strong stitched and rolled edges. Good cushioning, yet a space saver.

Manufactured by an old reliable company the country's largest independent felt mill.

Order a dozen or more and be convinced.

WESTERN FELT WORKS
4031 Ogden Ave., Chicago, Ill.

Please ship us:

..... Doz. 36 x 72 In. @ \$12.50 Doz.
..... Doz. 54 x 72 In. @ \$17.00 Doz.
..... Doz. 72 x 72 In. @ \$19.00 Doz.
..... Doz. 72 x 80 In. @ \$21.00 Doz.

TERMS: 2% cash, 10 days, net 30 days, on approved credit. FOB Chicago.

Name
Address
City State
Please Ship Via

Western Felt Works
4029-4117 OGDEN AVENUE
CHICAGO, ILLINOIS

carbon from the oil but absorbs them completely, neutralizes any acids, separates the water and solids from the oil, and leaves the oil clear and of natural color. Maker, DeLuxe Products Corp., LaPorte, Ind. *Distribution and Warehousing.*

Allbestos King Pin
TestABrak

A BRAKE gauge, installed on the steering wheel post, that gives visual proof at all times of the condition of the brakes. Indicates whether the brakes are in a safe, doubtful or dangerous condition. Also records the approximate distance required to stop, at speeds of 20, 30 and 40 m.p.h. and



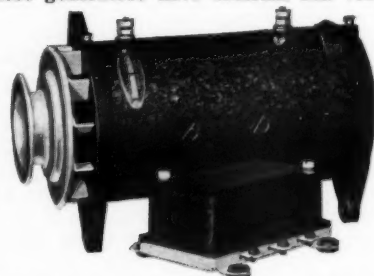
his record may be read at any time after the test is made.

The TestABrak has been calibrated and checked with a well-known standard make of decelerometer, used by State Highway patrol officers of Pennsylvania. It is easy to read—no calculations; easy to install—no bulbs, wires, cables. Maker, Allbestos Corp., Philadelphia. *Distribution and Warehousing.*

Delco-Remy Generator for
Replacement

A NEW line of special service generators, designed for replacement where the output of the original generator is not sufficient to provide for the current requirements.

Offered in types especially designed for trucks in inter-city hauling, these generators have external fan ventilation with



current output controlled either by a step-voltage control unit mounted on the generator or a current and voltage regulator to be mounted on the dash.

To aid in the selection of the correct unit, two booklets have been published. These may be obtained from any authorized electrical service station of United Motors Service or from the Delco-Remy Corp., Service Dept., Anderson, Ind. *Distribution and Warehousing.*

Prest-O-Lite 4-In-1 Outfit
Solders, Brazes and Heats

THIS new outfit is presented for the benefit of those who found the 5-in-1 outfit more comprehensive than necessary. Four stems instead of five (the soldering iron is omitted), and a durable waterproof fabric carrying case, instead of the heavier metal case, are offered at a somewhat lower price.

The four stems cover: fine soldering such as that used by jewelers, telephone repairmen, and for exact heating operations on delicate instruments; light soldering, brazing and heating, as for making soldered wire splices and for motor truck radiator work; medium soldering, etc., for sealing batteries; and heavy soldering, where the torch must furnish a

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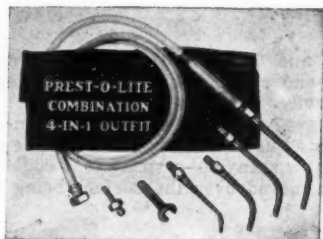
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large volume of heat sufficient for bending rod, straightening dented fenders, etc.

The 4-in-1 outfit is convenient to use in any position, in a corner or places that would be hard to reach with old-fashioned equipment. The small but intense flame may be focused exactly where it is needed. The four torch stems are precision finished and accurately machined. An individual mixer for each stem automatically maintains exact proportions of



acetylene and air, thus insuring a correct flame. The handle—common to all the stems—is made of non-heat-conducting material which eliminates cracking, warping or loosening and is finished in stain and lacquer.

Two Prest-O-Lite Plumbers' outfits for soldering copper piping installations are available. The No. 1 Plumber's outfit consists of a Prest-O-Lite torch with a needle valve, 15 feet of hose and a 5-pound pressure regulator.

A mixer in the torch stem maintains exactly the right proportions of acetylene and air, thus insuring maximum flame intensity. The needle valve, which permits the gas to be turned on and off at the torch handle, adds to the convenience of the outfit. The pressure regulator holds the gas at uniform working pressure which insures economical gas consumption.

The No. 2 Plumber's outfit consists of a Prest-O-Lite torch and extra stem, 15 feet of hose and a tank union.

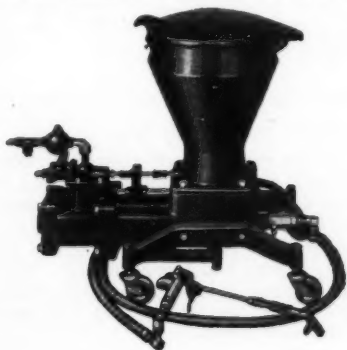
These outfits were designed specifically for installing the new type copper pipe fittings easily and quickly. They save time and labor and insure a perfect, permanent connection in every joint in a copper sweat-type fitting piping system. Maker, Linde Air Products Co., New York. *Distribution and Warehousing.*

Alemite "Rock Crusher" for Heavy Lubricants

MADE to weather the most rigorous demands of truck lubrication maintenance, this HR-25 model 25-pound air-operated powergun is appropriately called the "Rock Crusher." At high pressures it easily pumps the extremely fibrous and heavy lubricants usually needed for heavy-duty universal joints and bearings.

A thoroughly dependable double-action air motor operates a large worm which forces the lubricant to the high-pressure piston; the lubricant is then quickly delivered to the largest bearings at the rate of 12 to 18 ounces per minute, utilizing the 150 to 200 pounds of air pressure.

Simple in construction for economy, readily accessible to im-



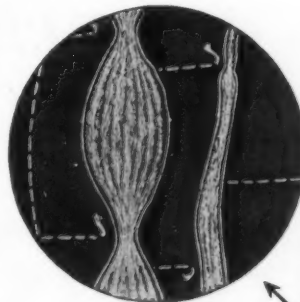
Distribution and Warehousing, September, 1935

SUPERIOR DREADNAUGHT — square stitched — "3 Extra Featured" Pads

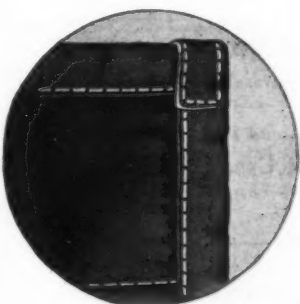
These Extra Features
at NO EXTRA COST

\$23⁵⁰
per dozen
72x80
cut size

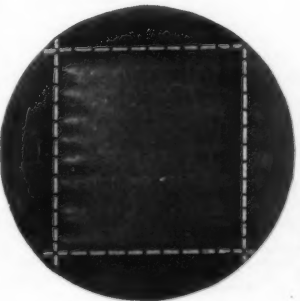
TERMS:—2% cash, 10 days. Net 30
days on approved credit. F.O.B. New
Haven, Conn.



Star Feature No. 3
EXTRA!—A soft, thick, one-piece layer of felt lining assures a smooth chafe-proof pad. It's tough enough for the most difficult job.



Star Feature No. 2
EXTRA!—A special reinforced heavy welt edge binding plus overlapped corners guarantee added strength and longer service.



Star Feature No. 1
EXTRA!—Hundreds of 3-inch squares in every Square Stitched Dreadnaught Pad prevent tears from spreading. They produce greater quilting!

New Haven Quilt and Pad Company, 80-86 Franklin St., New Haven, Conn.

PAPER (Moth Proofing)

White Tar Co.; Dept. W., Belleville Turnpike, Kearny, N. J.

PAPER PACKING MATERIALS

Ace Paper Co., Inc.; 127 Bleecker St., New York, N. Y.
Jiffy Pad & Excelsior Co.; 45 N. Washington St., Boston, Mass.
Kimberly Clark Co.; 8 S. Michigan Ave., Chicago, Ill.
Picher-Hamilton-Daily Co.; 348 N. Dearborn St., Chicago, Ill.
Pioneer Paper Stock Co.; 448 W. Ohio St., Chicago, Ill.

PAPER (Tar)

Gretsch & Co., Inc., Ralph; 1150 Broadway, New York, N. Y.
(See advertisement elsewhere in this issue)
White Tar Co.; Dept. W., Belleville Turnpike, Kearny, N. J.

SIMPLE, YES! Simple as A-B-C!

WHY bother with costly vaults and poisonous gases? All you need for positive moth prevention is a tight room and a supply of

WHITE TAR NAPHTHALENE FLAKES or BALLS

Just scatter them freely and the job is done! Made from fine, snow-white refined naphthalene—packed in boxes, cartons and barrels. To protect rugs, carpets and draperies from moths as well as dirt, wrap them in

PINE TAR PAPER

... tough—inexpensive—available in sizes to meet every requirement.

Send for Prices and Full Information Today!

The WHITE TAR CO. of NEW JERSEY, Inc.

(A subsidiary of the Koppers Co.)

Belleville Turnpike

KEARNY, N. J.

PARTITIONS (Steel)

Edwards Mfg. Co.; 529 Eggleston Ave., Cincinnati, Ohio.
Hanserman Co., E. F.; 6991 Grant Ave., Cleveland, Ohio.
Mills Co., The; Wayside Rd. & Nickel Plate R. R., Cleveland, Ohio.
Page Fence Assn.; Dept. Z, 520 N. Michigan Ave., Chicago, Ill.
Phoenix Wire Works; 1940 E. Kirby Ave., Detroit, Mich.

PIANO DERRICKS AND TRUCKS

Fairbanks Co.; 893-899 Lafayette St., New York, N. Y.
Idea Warehouse Supply Co.; 564 Washington Blvd., Chicago, Ill.
Self-Lifting Piano Truck Co.; Findlay, Ohio.
(See advertisement elsewhere in this issue.)

RACKS (Storage)

Barrett-Cravens Co.; 3264 West 30th St., Chicago, Ill.
Berger Mfg. Co.; 1039 Belden Ave., N. E., Canton, Ohio.
Lyon-Metal Products, Inc.; Drawer 480, Aurora, Ill.
Medart Mfg. Co.; Fred; Pontiac & DeKalb Sts., St. Louis, Mo.

RECORDERS (Motor Truck)

Electric Tachometer Corp.; Broad & Spring Garden Sts., Philadelphia, Pa.
Ommer Fare Register Co.; 740 Bolander St., Dayton, Ohio.
Service Recorder Co.; 1422 Euclid Ave., Cleveland, Ohio.
Stewart-Warner Speedometer Corp.; Diversey Blvd., Chicago, Ill.
U. S. Fare Recording Co., Inc.; 511 W. 54th St., New York, N. Y.
Veeder Mfg. Co.; 54 Sargent St., Hartford, Conn.

portant parts, and sturdy to insure fine performance, this outfit has much to offer. Comes complete with 10 feet of volume high-pressure hose, four casters for portability, a one-hand control valve for push type and hydraulic fittings, and a pin type adapter. The HR-25 has a companion piece of equipment in the HR-32, electrically operated by a ½ hp. electric motor. Maker, Alemite division of Stewart-Warner Corp., Chicago. Distribution and Warehousing.

Two New Binks

Spray Guns

MODELS 5 and 6, styled the Thor, are respectively for touch-up and shading, and for a combination touch-up and general service.

These guns have been designed to meet the need for a touch-up gun with an adjustable spray that could be easily adjusted while the operator sprayed—a spray that could be widened or narrowed as it moved over the surface being finished. This



spray adjustment is accomplished by means of a screw on the side, just behind the nozzle head.

These new developments give a choice of different styles in touch-up guns, the No. 5 being equipped with an overhead trigger and the No. 6 with the conventional pistol grip. The overhead trigger has been curved to fit the index finger, making for greater comfort and closer control, which is said to permit a man to spray longer and faster without tiring. Maker, Binks Manufacturing Co., Chicago. Distribution and Warehousing.

Rubber Lining to Protect Against Acids in Tanks

PROTECTS metal tanks against the action of acids and corrosive liquids. This new development, called Plioweld, has an adhesive which is a rubber derivative. This adhesive when applied to the clean metal actually welds the resilient rubber to the metal during the process of vulcanization. The adhesive itself is also a corrosion resistant material, affording added protection in the application.

The usual thickness of this new lining is 3/16 inch, and the product is applicable to all shapes and sizes of tanks made of wood, steel, aluminum and lead.

Plioweld is said to offer these advantages: effectively sealing in most corrosive liquids, hot or cold, preventing tank leaks, corrosion and waste; will not oxidize nor slough off; will not crack or buckle under alternate drying and wetting.

The new lining is adapted to the specific service for which it is designed, with a variation in formula to meet individual needs. Maker, Goodyear Tire & Rubber Co., Akron, Ohio. Distribution and Warehousing.

Weaver Caster Correction Tools

Needed for New Ford Axle, Etc.

BECAUSE of the very narrow clearance between the new Ford V-8 axle and the front spring and steering arm, tools previously designed for making Ford caster correction will not fit on the new models.

Caster correction is indispensable in the elimination of shimmy, wander, weave, and "wheel fight." The new Weaver tools for straightening twisted Ford axles cold are claimed to be the only ones on the market that will make this caster correction on the new Fords.

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a one-hand
and a pin
equipment
electric motor.
Chicago.

In addition, these correction tools will fit all Ford axles, including the newest models. The tools may be applied with equal facility to the axle whether in or out of the chassis. When applied from the front as shown herewith, they increase caster. Applied from the rear, they reduce the caster.

In application the anchor arm is held in place with two clamping bolts. To accommodate the arms to axles of varying thickness, shims are used between the axle and the arms.

The No. WJ-87 outfit consists of the following: 1 anchor arm (2 castings); 1 twister arm; 1 twister pin; 6 assorted shims; and 2 clamping bolts. The outfit No. WJ-88 consists of the anchor arm and bolts only, all other parts being salvaged from the old Ford caster correction outfit made by this company.

The Weaver company also makes axle straightening attachments for knee action cars. Made by Weaver Manufacturing Co., Springfield, Ill. *Distribution and Warehousing.*

"Streamlined" 5-ton

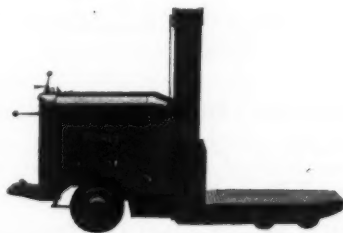
Hyliot Truck

DESIGN eliminates all sharp angles and unnecessary outward component parts by placing all of the control and operating mechanism possible within the battery compartment enclosure.

Like its appearance, the operating mechanism has undergone a radical redesign, resulting in a stronger, more satisfactorily operating truck.

Hoisting is accomplished by two double-alloy steel roller chains each having a capacity of 46,000 pounds, giving a factor of safety of 9.2 at this point. The hoist unit is a quadruple-reduction spur gear unit with all gears of heat-treated alloy steel and having all shafts either ball or roller bearing mounted. The motion of the platform is protected at both the upper and lower limits of travel by cut-out control switches and further protection is provided by the use of an over-running clutch in the hoist unit.

The uprights are 10-inch cast alloy steel channels with 1 1/4-inch thick web and flanges. The platform is fabricated of 1 1/4-inch high-carbon steel lift arms and carriage electrically



welded to a diamond-pattern platform plate and the platform rollers are of heat-treated and ground alloy steel, 7 1/2 inches in diameter, mounted on ball bearings.

The main frame is of 1/2-inch flame cut high-carbon steel plate with adequate cross members extending from the operator's end of the truck to the uprights. The underframe is built up of two 1 1/2 by 5 and two 3/4 by 5 high-carbon steel plates.

Steering is of the worm and wheel type, actuated by a vertical hand wheel. The power axle is worm-driven. The Duplex compensating suspension is used in this truck as in other Bakers and holds the axle in perfect alignment while allowing it to move freely in a vertical direction over rough floors without transmitting road shocks or twisting strains to the frame or steering mechanism.

Both the travel and hoist motors have an overload capacity of 300 per cent of the rated load for 30 minutes. Any height of lift or platform length can be furnished. Maker, Baker-Raulang Co., Cleveland. *Distribution and Warehousing.*

Distribution and Warehousing, September, 1935

REFRIGERATION (Truck Body)

B & J Trailer Co., 3913 Michigan Ave., Chicago, Ill.
Fruehauf Trailer Co., 10940 Harper Ave., Detroit, Mich.
(See advertisement elsewhere in this issue.)
International Carbonic, Inc., 60 East 42nd St., N. Y. (Carbon Dioxide)
International Harvester Co. of Am., 606 S. Michigan Ave., Chicago, Ill.
(See advertisement elsewhere in this issue.)
Liquid Carbonic Co., 3100 S. Kedzie Ave., Chicago, Ill. (Carbon Dioxide)
Mack Trucks, Inc., 25 Broadway, New York, N. Y.
Reo Motor Car Co., 1331 S. Washington Ave., Lansing, Mich.
(See advertisement elsewhere in this issue.)

SAWS (Portable Machine)

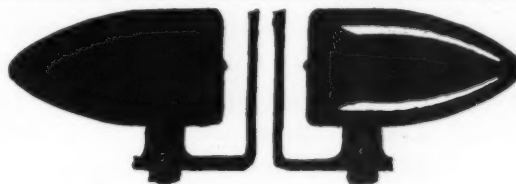
Fairbanks, Morse & Co., 900 S. Wabash Ave., Chicago, Ill.
Kennedy, Ralph M., 111 N. Seventh St., Philadelphia, Pa.
Leach Co., S. Main & Sixth Sts., Oshkosh, Wis.
Lippert Saw Co., E. T., 608 Lincoln Ave., Millvale, Pittsburgh, Pa.
Onan & Sons, D. W., 45 Royalston Ave., Minneapolis, Minn.
Skilaw, Inc., 8310 Elston Ave., Chicago, Ill.
Wallace & Co., J. D., 134 S. California Ave., Chicago, Ill.

SCALES

Dayton Scale Co., Dayton, Ohio.
Fairbanks, Morse & Co., 900 S. Wabash Ave., Chicago, Ill.
Gaston Scale Co., Beloit, Wis.
International Scale Co., 270 Broadway, New York, N. Y.
Standard Scale & Supply Co., 412 First Ave., Pittsburgh, Pa.
Toledo Scale Co., Toledo, Ohio.

SIGNALS

Turn Signal Corp., 400 E. Rittenhouse Ave., Phila., Pa.



A paying investment.

Watch for this trademark.

TURN SIGNAL
CORPORATION

400 E. Rittenhouse St., (Germantown) Phila., Pa.

STENCIL CUTTING MACHINES

Bradley Mfg. Co., A. J., 101 Beckman St., New York, N. Y.
Diagraph Stencil Mch. Corp., 2913 Clark Ave., St. Louis, Mo.
Ideal Stencil Mch. Co., 22 Ideal Block, Belleville, Ill.
March Stencil Mch. Co., 35 March Bldg., Belleville, Ill.

TIRES (Industrial Truck)

General Tire & Rubber Co., E. Market St., Akron, Ohio.
Goodrich Rubber Co., E. F., Akron, Ohio.
(See advertisement elsewhere in this issue.)
Goodyear Tire & Rubber Co., 7144 E. Market St., Akron, Ohio.

TIRES (Motor Truck)

Firestone Tire & Rubber Co., So. Main St., Akron, Ohio.
General Tire & Rubber Co., E. Market St., Akron, Ohio.
Goodrich Rubber Co., E. F., Akron, Ohio.
(See advertisement elsewhere in this issue.)
Goodyear Tire & Rubber Co., 7144 E. Market St., Akron, Ohio.
Kelly-Springfield Tire Co., 406 Lexington Ave., New York, N. Y.
Mohawk Rubber Co., 1235 Second Ave., Akron, Ohio.
Selberling Rubber Co., Akron, Ohio.
United States Rubber Co., 1790 Broadway, New York, N. Y.

TRAILERS (Motor Truck)

B & J Trailer Co., 3913 Michigan Ave., Chicago, Ill.
Fruehauf Trailer Co., 10936 Harper Ave., Detroit, Mich.
(See advertisement elsewhere in this issue.)
General Motors Truck Co., Pontiac, Mich.
(See advertisement elsewhere in this issue.)
Highway Trailer Co., Edgerton, Wis.
Stoughton Co., Stoughton, Wis.
Trailer Co. of America, 51st and Robertson, Cincinnati, Ohio.
Utility Trailer Mfg. Co., Box 1407, Arcade Station, Los Angeles, Cal.

TRUCK RACKS (For Hand Trucks)

Re-Bo Equipment Co.; 405 Lexington Ave., New York City, N. Y.

TRUCKS (Hand)

American Pulley Co.; 4200 Wissahickon Ave., Philadelphia, Pa. (All steel stevedore)
 Barrett-Cravens Co.; 3264 West 30th St., Chicago, Ill. (Lift, stevedore and platform)
 Bodinson Mfg. Co.; 4401 San Bruno Ave., San Francisco, Cal. (Platform)
 Chase Fdry. & Mfg. Co.; 2340 Parsons Ave., Columbus, Ohio.
 Colson Corp.; Box 550, Elyria, Ohio. (Platform and stevedore)
 Electric Wheel Co.; Walton Heights, Quincy, Ill. (Platform and stevedore)
 Fairbanks Co.; 393-399 Lafayette St., New York, N. Y. (Lift, platform and stevedore)
 Globe Vise & Truck Co.; 1451 Front St., N. W., Grand Rapids, Mich.
 Hamilton Caster & Mfg. Co.; Hamilton, Ohio.
 Howe Chain Co.; 2-30 E. Clay Ave., Muskegon, Mich.
 International Engineering, Inc.; 1145 Bolander Ave., Dayton, Ohio.
 Jarvis & Jarvis, Inc.; 200 S. Main St., Palmer, Mass.
 Lansing Co.; 602 Cedar St., Lansing, Mich. (Platform and stevedore)
 Lewis-Shepard Co.; 124 Walnut St., Watertown Sta., Boston, Mass. (Lift and stevedore)
 Lyon Iron Works, Inc.; Box A, Greene, N. Y. (Lift and platform)
 McKinney Mfg. Co.; Liverpool & Metropolitan Sts., Pittsburgh, Pa. (Stevedore)
 Marion Malleable Iron Works; Box 689, 928 Miller Ave., Marion, Ind. (Dolly)
 Mercury Mfg. Co.; 4148 S. Halsted St., Chicago, Ill.
 Norman, Wm. A.; 180 N. Michigan Ave., Chicago, Ill.
 Nutting Truck Co.; 252 Kinzie St., Chicago, Ill. (Platform and stevedore)
 Saginaw Stamping & Tool Co.; Saginaw, Mich.
 Self-Lifting Piano Truck Co.; Findlay, Ohio. (Special piano)
 Service Caster & Truck Co.; 517 N. Albion St., Albion, Mich.
 Streich & Bro., A.; 318 Eighth St., Oshkosh, Wis.
 Tucker & Dorsey Mfg. Co.; Dept. D. W., S. State & Bates Sts., Indianapolis, Ind. (Platform)
 Z-K Equipment & Supply Co.; 1227 Prospect Ave., Cleveland, Ohio. (Lift and Platform)

TRUCKS (Jack)

Colson Corp.; Box 550, Elyria, Ohio.



CUT DOWN INTERNAL TRANSPORTATION COSTS

PUT a Colson Lift Jack to work with a battery of Colson skids and compare results with any other units you may be using—for speed, short turning, compact stowage, for keeping semi-active materials always ready for quick handling—all of which can be expressed in terms of operating economy. A letter brings full details if addressed to

Colson

THE COLSON CORP.
 ELYRIA, OHIO

TRUCKS (Refrigerator)

International Engineering, Inc., 1145 Bolander Ave., Dayton, Ohio.
 R & R Appliance Co., Inc.; 208 E. Crawford St., Findlay, Ohio.
 Self-Lifting Piano Truck Co.; Findlay, Ohio.

The DAYTON CARRIER TRUCK

Deliver your Refrigerators on Rubber

Will Not Mar—Speeds Delivery

Two sizes—Type X with 53 inch handles and 8 inch rubber wheels—Type Y with 70 inch handles, 8 inch rubber wheels and skids.

Type X with one strap.....\$17.00

Type Y with one strap..... 18.50

f.o.b. Dayton

International Engineering Inc.
 Dayton, Ohio 15 Park Row, N. Y.



YOU'LL WONDER HOW you've done without them

X-70 REFRIGERATOR TRUCK fits all cabinets, with or without legs, or crated. Prevents damaging cabinet, floor or walls. Only pads touch cabinet. Heavy duty all steel frame. One truck with top casters and handles for tilting and rolling into vehicles and on stairs. Complete set \$34.50. Ball bearing swivel casters on one end \$5 extra.

BALANCE REFRIGERATOR TRUCK—also ideal for heavy boxes, crates, stoves and furniture. Padded nose piece has instant, exact adjustment, \$25.

NEW BUCKEYE SELF-PIANO TRUCK—Heavy Duty. Center wheel allows balancing and turning without lifting. Handles uprights, grinds and baby grinds easily and safely. Prevents scraping or marring floors. Also 10 other styles. Write today for free circulars.

Self-Lifting Piano Truck Co.

Findlay, Ohio

Manufacturers of Trucks Since 1901

VAULTS (Fumigation)

Haskellite Mfg. Corp.; 208 W. Washington St., Chicago, Ill.

WHEELS (Industrial Truck)

Divine Bros. Company; 101 Whitesboro St., Utica, N. Y.
 Fairbanks Co.; 393-399 Lafayette St., New York, N. Y.
 International Engineering, Inc., 1145 Bolander Ave., Dayton, Ohio

WORK SUITS AND UNIFORMS

Carhartt-Hamilton Cotton Mills; Michigan Ave. & Kent St., Detroit, Mich.
 Hart Mfg. Co.; 16 E. Livingston St., Columbus, Ohio.
 Hirsch-Weiss Mfg. Co.; 205-209 Burnside St., Portland, Ore.
 Isaac and Son, Wm.; 85 Bowery, New York, N. Y.
 McDonald Mfg. Co., R. L.; Twelfth & Penn Sts., St. Joseph, Mo.
 Motor Suit Mfg. Co.; 302 W. Ninth St., Kansas City, Mo.
 Nunnally & McOrea Co.; 104-6 Mitchell St., S. W., Atlanta, Ga.
 Oppenheim Bros.; 1107 Broadway, New York, N. Y.
 Scott Mfg. Co., Cyrus W.; Houston, Texas.
 Star Overall & Uniform Mfg. Corp.; 65 Varick Ave., Brooklyn, N. Y.
 Strauss & Co., Levi; 98 Battery St., San Francisco, Cal.
 Waco Garment Mfg. Co.; P. O. Box 134, Waco, Texas.

The way to make money by using advertising is to use it—not to fiddle with it.

WAREHOUSE DIRECTORY

A Guide to representative Merchandise, Cold Storage and Household Goods Warehouses, Forwarders, Terminals, and Transfer Companies, arranged by States and Towns

"Andy Says"

WITH the general pick-up in business many firms are beginning to move their managers and other employees about the country. In several instances I have been told by warehousemen that this type of moving seemed to be the big part of their long distance hauling.

In this connection H. S. Wherrett, president of the Pittsburgh Plate Glass Co., Pittsburgh, recently said:

"There is always the danger of any small business unit stagnating from lack of outside contacts, but this is impossible among our employees due to constant interchange of personnel. It is the rule rather than the exception that our managers have served in four or five locations in as many sections of the country, gathering additional background with every move."

Mr. Wherrett is the spokesman for only one of thousands of firms who make it a practice to move their representatives, so with most every such change representing, as it does a long distance or packing job for some warehouseman, it pays to have such firms' names in your home town on your calling list.

Depend on your advertisement in *Distribution and Warehousing* to reach the thousands of such firms in other cities than your own. If your advertising copy does not now appear in the Warehouse Section, then let's talk it over. The cost is little and your company's business should be a part of every issue.

AGAIN we prepare ourselves for another Warehouse Directory Issue of *Distribution and Warehousing*, the next to be the 1936 edition.

It is impossible to determine how many changes and corrections are made between issues of this important edition, but they can be numbered way up into the thousands. While changes on our lists are made throughout the year, a large part of them reach us in the fall, when the information is solicited by questionnaires and other forms, especially for the Directory Issue.

We, therefore, urge warehousemen who receive requests for corrected information, to give the matter their immediate attention. It will take no more of your time to answer the first request than a later one, and will help us immensely. Thanks.

Andy

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DIRECTORY OF WAREHOUSES

 Distribution and Warehousing
September, 1935

BIRMINGHAM, ALA.

1880—Fifty-Five Years of Honorable Service—1935

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FIREPROOF WAREHOUSES
MERCHANDISE and HOUSEHOLD GOODS
STORAGE HAULING PACKING
Prompt Service—Accurate Accounting
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Pool Car Service a Specialty—Motor Truck Service
Centrally Located—Free Switching from All R.Rs.

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HEAVY HAULING—STORAGE
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Southern Railroads. Clyde Mallory S/S Co.

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WAREHOUSE
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A.C.W. — A.V.L.


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Code, Certificate No. 34-634.

MOELLER TRANSFER & STORAGE CO.
210-220 COOSA STREET
Merchandise and Household Goods
Low Insurance Rate Bonded Trucking Service
Pool Car Distribution
Members: A.W.A., N.F.W.A., S.O. W.A.

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Warehousing and Distribution service for merchan-
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Arbuckle Products
Read DISTRIBUTION AND WAREHOUSING
and consult the Directory of Warehouses

PHOENIX, ARIZONA

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AND
STORAGE**

Storage capacity 68,000 sq. ft. General receiving and
forwarding agents. Pool car distribution our specialty.

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POOL CAR DISTRIBUTORS
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General Merchandise Storage. Forwarding. Pool Car Distribution.
55,000 Square Feet Floor Space.
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"A Complete Service"
Modern Offices—Storage—Drayage and Distribution
Located in the heart of the wholesale and shipping
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 Arkansas' Largest Warehouse
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Absolutely
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Distribution
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Goods



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FREIGHT-MACHINERY
TRUCK CRANES
RIGGING



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Ninth and Alameda Sts.

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"Vacufume" Process of Fumigation

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SERVED BY THE UNION PACIFIC

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CONSIGN
SHIPMENTS
TO BEKINS



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OPERATING WAREHOUSES
IN PRINCIPAL CITIES OF CALIFORNIA

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and DISTRIBUTION
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Exclusively

Specialist in Food Distribution

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Centrally located — Uncongested district
Loading dock accommodations for 22 trucks

GENERAL MERCHANDISE STORAGE

POOL CAR DISTRIBUTORS

Complete Warehousing & Trucking Service

Cyanide Fumigating—Carload Capacity

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Consign your shipments for Hollywood, Beverly
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We Solicit Your Shipments and
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National Furniture Warehousemen's Association

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LYON

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SERVES CALIFORNIA

San Francisco
Oakland
Fresno
Santa Barbara
Glendale
Hollywood
Los Angeles
Pasadena
Long Beach
San Diego

Let
Lyon
Guard your
Goods

member
NFAA-CV&SA

LOS ANGELES, CAL.

1817-1835 INDUSTRIAL STREET

Star Truck & Warehouse Co.

COMPLETE FACILITIES EFFICIENT SERVICE

Storage Distribution Drayage

Represented by Distribution Service

242,900 Square Feet

New York



Chicago

56 Motor Trucks

San Francisco

LOS ANGELES, CAL.

**METROPOLITAN
WAREHOUSE CO.**

Merchandise Warehousing
and Distribution

Reinforced Concrete Sprinklered Building

Centrally Located in Metropolitan Area

Fire Insurance Rate 11.7 Cents

1340-1356 EAST SIXTH STREET

LOS ANGELES



Offices for Rent

Telephone and
Secretarial Service

Sub Basement for
Cool, Dry Storage

MEMBER

ALLIED DISTRIBUTION, Inc.

1525 Newberry Ave. 11 West 42nd St.

Chicago, Ill. New York City

LOS ANGELES, CAL.

W. E. TEAGUE, Pres.
B. F. JOHNSTON, Gen. Mgr.

UNION TERMINAL WAREHOUSE

General offices, 737 Terminal St.

Free and U. S. Customs bonded storage. The largest, most complete
and efficient Warehouse and Distribution Service in the West.
Insurance Rate as low as 11.8 cents per \$100 per year.
Daily motor truck service to all parts of the city and Los Angeles
Harbor.

The Men Who Distribute

Vacuum Oil

Read DISTRIBUTION & WAREHOUSING
and consult the Directory of Warehouses

LOS ANGELES, CAL.

Make Westland Warehouses

Your Distribution Headquarters
in So. California

Member, A. W. A.,
C. W. A., L. A. W. A.

Write for Booklet

L. A. Junction Ry.
Service

Westland
Warehouses, Inc.
4814 Loma Vista Ave.,
Los Angeles, Calif.
Room 1305

38 So. Dearborn St.
Chicago, Ill.



DENVER, COL.

We offer a complete service—Merchandise and
Household Goods Storage, Pool Car Distribution,
Moving, Packing and Forwarding.

We also operate the Weicker Transportation Co., a
statewide daily motor freight service under regulation of
the Public Utilities Commission.

Connections with Interstate Truck Lines to
Principal Cities.

Burglar Proof Silver Vaults, Cedar Lined Rug
Vault, Fumigating Vault, Private Lockers

The WEICKER TRANSFER & STORAGE CO.

1700 Fifteenth Street

DENVER

COLORADO

Member of N. F. W. A.—A. G. W.—A. W. A.

OAKLAND, CALIF.

HOWARD TERMINAL WAREHOUSES

95 Market Street, Oakland, Calif.

Oakland terminus of steamship lines, transcontinental railways
and motor truck lines.

Shipside warehousing—drayage eliminated between
piers and warehouses.

A COMPLETE EFFICIENT WAREHOUSING SERVICE

Member AWA—CalWA—SFWA

PUEBLO, COLO.

**BURCH WAREHOUSE AND
TRANSFER CO. INC.**

General Office and Warehouse

200 SO. SANTA FE AVENUE

Modern Sprinklered Fireproof Building

Freight Forwarding and Distribution

Household and Merchandise Storage

PACKING AND SHIPPING

Member of N.F.W.A.—A.W.A.—Colo. W.A.

BRIDGEPORT, CONN.

E. G. Mooney, Pres.

J. G. Hyland, Mgr.

Hartford Despatch and Warehouse Co.

1337 Seaview Avenue

STORAGE AND DISTRIBUTION DAILY THROUGHOUT CON-
NECTICUT AND MASSACHUSETTS. PRIVATE DOCK AND
RAILROAD SIDING. SPECIAL FACILITIES FOR MOVING,
PACKING AND SHIPPING OF HOUSEHOLD EFFECTS.
WAREHOUSES AT SPRINGFIELD, MASS. AND HARTFORD,
CONN.

Member of A.W.A., N.F.W.A., A.C.W., A.Y.L.

SAN FRANCISCO, CALIF.

FARNSWORTH & RUGGLES

(Established in 1859)

109 DAVIS STREET

WAREHOUSING GENERAL MERCHANDISE

Pool Car Distribution Motor Truck Fleet

Terminal at First, Brannan and Federal Streets

In the heart of the shipping district

SAN FRANCISCO, CALIF.

GIBRALTAR WAREHOUSES

201 CALIFORNIA ST.

OPERATED IN CONJUNCTION WITH

OVERLAND FREIGHT TRANSFER CO.

AND

TILDEN SALES BUILDING

HARTFORD, CONN.

BOAT LINE WAREHOUSE CO., INC.

Subscribers to the Merchandise Warehousing Trade Code.

Under Certificate No. 34-962, Reg. No. 5-3

Located on the Connecticut River

18 Van Dyke Ave.

General Merchandise Storage and Distribution

Direct Water, Rail, and Truck Connections

Large Shipment Facilities

Member of Conn. W. Assn.—Hartford Chamber of Commerce.

SAN FRANCISCO, CALIF.

CONSIGN TO

THE HASLETT WAREHOUSE CO.

280 Battery St., San Francisco

Operators of the most complete warehouse and distribution system in the
San Francisco Bay area.

STORAGE—CARTAGE—COLD STORAGE (OAKLAND)

FIELD WAREHOUSING—FAST TRANSIT DELIVERY SERVICE

E. M. HASLETT, President

Member American Warehousemen's Assn.

Member American Chain of Warehouses, Inc.

HARTFORD, CONN.

E. G. Mooney, Pres.

J. G. Hyland, Mgr.

Hartford Despatch and Warehouse Co.

252 Asylum Street, Hartford, Conn.

STORAGE AND DISTRIBUTION DAILY THROUGHOUT CON-
NECTICUT AND MASSACHUSETTS. PRIVATE SIDING.

SPECIAL FACILITIES FOR MOVING, PACKING AND SHIP-
PING OF HOUSEHOLD EFFECTS. WAREHOUSES AT

SPRINGFIELD, MASS. AND BRIDGEPORT, CONN.

Member of A.W.A., N.F.W.A., A.C.W., A.Y.L.

SAN FRANCISCO, CAL.



A Complete Ser-
vice for the
Warehousing
and Distribution
of General
Merchandise

Warehousing, Distribution, Draying, Office Accommoda-
tions, Telephone Service. Space for Lease

San Francisco Warehouse Co., 625 Third Street

Member: American Warehousemen's Association
Distribution Service, Inc.

NEW HAVEN, CONN.

M. E. Kiely, Mgr.

DAVIS STORAGE COMPANY

335 East St., New Haven, Conn.

Modern Fireproof Merchandise Ware-

house.

Private seven-car Siding, adjacent to Steamship and

R. R. Terminals.

Pool and stop over cars distributed.

Motor Truck Service to all towns in Connecticut.

Low Insurance Rate. Prompt, Efficient Service.

The Men Who Distribute

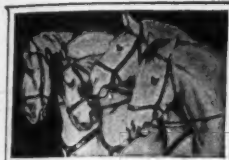
Horlick's Malted Milk

Read DISTRIBUTION & WAREHOUSING
and consult the Directory of Warehouses

NEW HAVEN, CONN.

AN ASSOCIATED

STORAGE and DISTRIBUTION



Established 1860

THE SMEDLEY CO.

165 Brewery St., New Haven, Conn.
Members: AWA, NFWA, CWA, AWInc., MTA
of C., New Haven Chamber of Commerce,
Hauling member Allied Van Lines, Inc.

WAREHOUSES

Merchandise, automobiles, furniture—23 buildings—Low insurance rates—15 car siding—Central location—Daily truck delivery service covering Connecticut and southern Massachusetts—Bonded with U. S. Customs.

WASHINGTON, D. C.

CONTAINER, LIFT VAN,
OR ORDINARY SHIPMENTS DELIVERED

Security Storage Company

OF WASHINGTON

Capital, Surplus and Reserves over \$1,200,000.

Security (steel) lift vans for overseas shipments at door to door rates, with all risk insurance if desired.

Available almost anywhere.

1140 Fifteenth Street, Washington

31 Place du Marche St. Honore, Paris

NEW HAVEN, CONN.

PAUL A. DAHLGARD, Owner



West Haven Trucking Company

Storage Warehouses

Offices, 435 Congress Ave.

Household Goods, Storage, Packing,
Shipping, Receiving

STAMFORD, CONN.

STAMFORD
DARIEN
NEW CANAAN
OLD GREENWICH
NOROTON

WM. H.

SCHAEFER

& SON, Inc.

Fireproof Storage Warehouse

Member of Conn. W.A.—N.F.W.A.

WASHINGTON, D. C.

Modern
Fireproof
Building

LONG
DISTANCE
MOVING

PACKING
STORING
SHIPPING



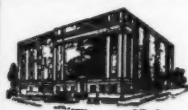
SMITH'S

TRANSFER & STORAGE CO., INC.

1313-15-17-19-21 You Street, N. W.

Member—Mayflower Warehousemen's Association

WASHINGTON, D. C.



E. K. MORRIS, President

FEDERAL STORAGE
COMPANY

1707 FLORIDA AVENUE

(See Page Advertisement Directory Issue)

WASHINGTON, D. C.

General Merchandise Storage

Pool Car Distribution—City Delivery Service
Direct Switching Connections into Warehouse
Pennsylvania Railroad

Terminal Refrigerating & Warehousing Corporation

4th and D Streets, Southwest

Member of A. U. W.

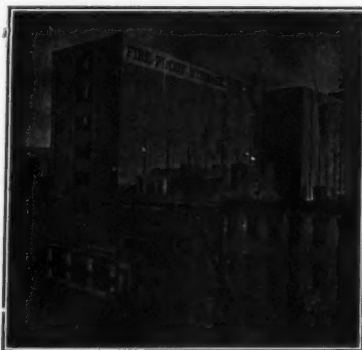
WASHINGTON, D. C.

Absolutely
Fireproof

MOVING
PACKING
SHIPPING

Pool Car
Distribution
General Hauling

Merchants Transfer
& Storage Co.
920-922 E. St., N. W.



WASHINGTON, D. C.

Established 1901

UNITED ★ STATES
STORAGE COMPANY

418 10th Street, N. W.

We Reciprocate Shipments

(See Advertisement in Directory Issue, page 137)

Member of N.F.W.A.—W.W.A.

The Men Who Distribute

Fels-Naptha Soap

Read DISTRIBUTION AND WAREHOUSING
and consult the Directory of Warehouses

The Men Who Distribute

American Crayons

Read DISTRIBUTION AND WAREHOUSING
and consult the Directory of Warehouses

The Men Who Distribute

Nestle's Food

Read DISTRIBUTION & WAREHOUSING
and consult the Directory of Warehouses

JACKSONVILLE, FLA.

FLORIDA'S LARGEST WAREHOUSE
UNION TERMINAL WAREHOUSE COMPANY
East Union and Ionia Streets

Merchandise Storage—Custom Bonded—Pool Car Distribution
Reconsigning—Trucking Service—Trackage 52 Cars
Reinforced Concrete—Sprinkler System
Insurance Rate 30 Cents
Rental Compartments—Sub-Postoffice, Western Union Tel.
Members A.W.A.—A.C.W.—J.W.A.

JACKSONVILLE, FLA.

VANN WAREHOUSE COMPANY, INC.

242 E. Bay Street Jacksonville, Fla.
Merchandise Storage—Cold Storage—Pool Car Distribution

Building is centrally located, brick and concrete construction, equipped with sprinkler system and served by Sou. Ry., G.S.&F. Ry. and St. Johns River Terminal Co. Low Insurance Rate.
Member of Jacksonville Warehousemen's Association

MIAMI BEACH, FLA.

Washington Storage Co., Inc.

1001 Washington Avenue

Moving—Packing—Shipping—Storage

Members NFWA, SOWA

TAMPA, FLA.

"Your Tampa Branch House"

CALDWELL
BONDED
WAREHOUSES
INCORPORATED

MERCHANDISE
Storage & Distribution
Fireproof Buildings
Waterfront Whs. and
Private Docks

U. S. CUSTOMS

Bonded Storage.
Government Storekeeper
retained permanently.
Normal temperatures for
Wines and Liquors.

HOUSEHOLD

Moving & Storage Agents
Aero Mayflower Transit
Co.
National Long Distance
Movers.

Members Mayflower Warehousemen's Assn.

TAMPA, FLA.

Let "The Safest Place in Tampa" Serve You in "The Land of the Sun"



MERCHANDISE
STORAGE
POOL CAR
DISTRIBUTION

Tampa is the logical
port from which to
serve all of Florida.

Lowest Average
Freight Rates.
Best Service.
Carry Your
Florida Goods
AT



HOUSEHOLD GOODS
STORAGE
MOVING—PACKING
SHIPPING

LEE TERMINAL

AND WAREHOUSE CORP.

TAMPA, FLA.

Represented by Distribution Service

NEW YORK—CHICAGO—SAN FRANCISCO

The Men Who Distribute

'Chiclets' Gum

Read **DISTRIBUTION & WAREHOUSING**
and consult the Directory of Warehouses

TAMPA, FLA.

WILLIAM J. EVE, Manager

WAREHOUSE, INC.**BONDED****CARLOAD AND COMMERCIAL STORAGE
POOLED CAR DISTRIBUTION**

Morgan and Water Streets, Tampa, Florida

ATLANTA, GA.

BONDED**General Warehouse & Storage Co., Inc.**

272-274 Marietta St., Atlanta, Ga.

Consigned stocks handled for Manufacturers
Remittance made day received
Store door delivery—Re-packing—Re-shipping

MERCHANDISE DISTRIBUTION

Sprinkler System—R.R. Trackage—Pool Car Distribution

ATLANTA, GA.

"Atlanta's Largest"

MONROE BONDED WAREHOUSES

Invested Capital \$325,000

Lowest Warehouse Insurance Rate in Atlanta

MERCHANDISE—COLD STORAGE—TRUCKING

Private Railroad Sidings—Concrete Warehouses

A. D. T. Service

Member: A. W. A.

AUGUSTA, GA.

AIKEN, S. C.

F. L. Harrison, Pres.

RELIABLE TRANSFER CO.

General Merchandise Storage and Distribution

Household Goods Storage, Packing, Shipping
Pool Car Distribution

Direct R.R. Siding A. C. L., C. & W. C. R.R.

COLUMBUS, GA.

FOR — modern warehousing — distributing
of merchandise and household goods—choose**BURNHAM'S****STORAGE AND VAN SERVICE****MOTOR FREIGHT TERMINAL****PRIVATE TRACKAGE**

Member—Southern Warehousemen's Association

SAVANNAH, GA.

Savannah's only bonded warehouse

**SAVANNAH BONDED WAREHOUSE & TRANSFER
COMPANY.**BAY STREET EXTENSION & CANAL,
Post Office Box 1187

General Storage—Distribution—Reconsigning
Custom House Broker—Custom Bonded
Regular steamship service from principal
Eastern, Western & Gulf ports—track con-
nections with all rail and steamship lines.

R. B. Young, President.

Members—A. W. A.—A. C. W.—So. W. A.



HONOLULU, HAWAII

WHEN SHIPPING GOODS TO

HONOLULU

consign to us and the same will be given our best attention.
Modern Concrete Warehouses. Collections promptly remitted.
Correspondence solicited.

CITY TRANSFER COMPANY

Cable Address: LOVERINO, HONOLULU

BOISE, IDAHO

Selling Services Furnished

BOISE COLD STORAGE COMPANY

Merchandise Warehousing & Forwarding
Negotiable Warehouse Receipts Issued
Pool Car Distributors

304 S. 16th St.

P. O. Box 1656

On U.P.R.R.

CHICAGO, ILL.

CHICAGO, ILL.



**Most Centrally Located
2 Blocks from New Union Station
CANAL &
HARRISON STS.
Tunnel and Trap Car
Service**

CROOKS TERMINAL WAREHOUSES

CHICAGO

NEW YORK OFFICE: 76 BEAVER STREET

KANSAS CITY

Insurance Rates as Low as 12c.



LIBERAL LOANS MADE ON STAPLE COMMODITIES

ECONOMY

In several ways, Currier-Lee can save you money on your distribution and warehousing costs. Tunnel Railway Service and a Privately owned fleet of trucks help save transportation costs. A finance department enables you to take advantage of favorable buyers' markets—to carry huge surplus stocks without tying up too much capital. Air Conditioned food-storage space prevents spoilage. Many other features make Currier-Lee Service ideally efficient, safe, and economical for all types of business.

WRITE FOR DETAILS

CURRIER-LEE WAREHOUSE CO.

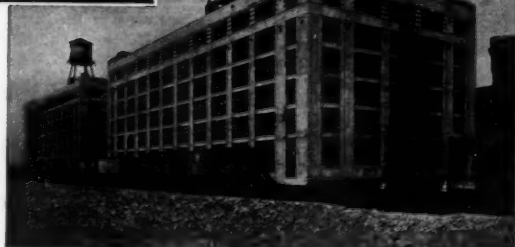
General Offices 427 W. Erie St., Chicago, Ill.



CHICAGO, ILL.

Member A. W. A.

**COMPLETE WAREHOUSING
AND DISTRIBUTING SERVICE**



**GRISWOLD-WALKER-BATEMAN
COMPANY**

1525 Newberry Ave.

Chicago

Modern buildings strategically located. Direct trackage connections with C&NW, B&O, Soo Line, PM, CGW, and B&OCT (belt line connecting all RR's). Trap car reshipping. Motor truck deliveries. Long distance motor transportation. Guardite fumigation protection. U. S. Customs Bond. Office facilities.

Details of this complete service are described in a booklet "The Way to Distribution"—Write for your copy.

CHICAGO, ILL.

RALPH J. WOOD, Pres.

For Shipments to the South Side's Finest Residential Districts
CONSIGN TO

The Lincoln Warehouse Corporation

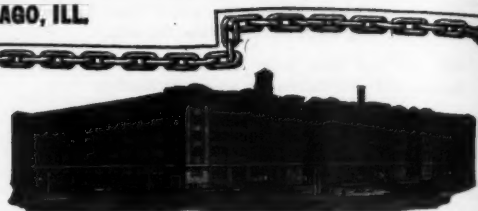
Main Office and Warehouse—4259 Drexel Boulevard

"40 Years of Distinctive Service"

Personal attention of executives to customers. Collections promptly remitted.

Member N.F.W.A.

CHICAGO, ILL.



MIDLAND

Offers

**LARGE AND SMALL SHIPPERS
THREE MODERN MERCHANDISE
WAREHOUSES**

at

CHICAGO

With convenient locations

For Local Trade.

With excellent transportation facilities

for National Distribution

Chicago Junction In and Out-bound Union Freight Station—direct connections with thirty-eight railroads, no trap car, tunnel or cartage service or charges on in or out-bound LCL shipments. Receiving stations of Express, Freight Forwarding, Electric and Boat Lines on premises.

With a complete warehouse organization

fully equipped to handle merchandise rapidly and economically

Let Us Quote on Your Requirements

**Midland Warehouse & Transfer Co.
CHICAGO, ILL.**

15th Street and South Western Ave.

CHICAGO, ILL.

FOR REAL SERVICE TRY

Producers Warehouse Co.

344 No. CANAL ST.

C & NW Ry SIDING

Also Operating

Republic Warehouse Co.

(U.S. CUSTOMS BONDED)

372 W. ONTARIO ST.

CM & St P Ry SIDING

COMPLETE WAREHOUSE AND STORAGE SERVICE

CHICAGO, ILL.

"Chicago's Leading Warehouse"

SENG WATERWAY WAREHOUSE CO.

Complete water, rail and truck terminal, facilities with a "loop" location. Concrete dock for ocean, lake and river vessels—25 car siding capacity—own fleet of 69 trucks. Economical reshipping—tunnel—lighterage.

STORAGE and DISTRIBUTION

services to meet today's needs rest upon the character and integrity of the warehouse organization fully as much as upon modern, well-located buildings, and other facilities. Railway Terminal offers both proved by 25 years of satisfactory service to many leading national distributors

RAILWAY TERMINAL & WAREHOUSE CO.

444 West Grand Avenue, Chicago, Illinois

ONTARIO WAREHOUSE CO., 425 WEST ONTARIO STREET

Two warehouses close to the Loop • Direct railroad connections • Office and warehouse space to rent • U. S. Customs Bonded storage • Loans on standard merchandise • Low in-

surance rates • Direct tunnel service • Special facilities for the storage of wines.

Write for information on services to meet your individual needs.

CHICAGO, ILL.

Soo Terminal Warehouses

519 W. Roosevelt Road
(Near Loop)

Merchandise Storage—Pool Car Distribution

Less Carloads To and From All Trunk Lines,
North Shore Electric and Aurora and Elgin Elec., and Their
Connections Handled Without Cartage Charges.
Cool Temperatures—Candy Stored All Year

Ground Floor Warehouse Spaces With or Without
Offices for Rent—Fireproof—Trackage

CHICAGO, ILL.

TOOKER STORAGE and FORWARDING CO.

(Estab. 1903)

STORAGE CARTAGE RESHIPING LOANS

LOCATED IN THE CENTER OF DISTRIBUTION

FINEST RAILROAD FACILITIES

LOWEST INSURANCE RATES

GENERAL OFFICES: 3615 IRON ST.

New York

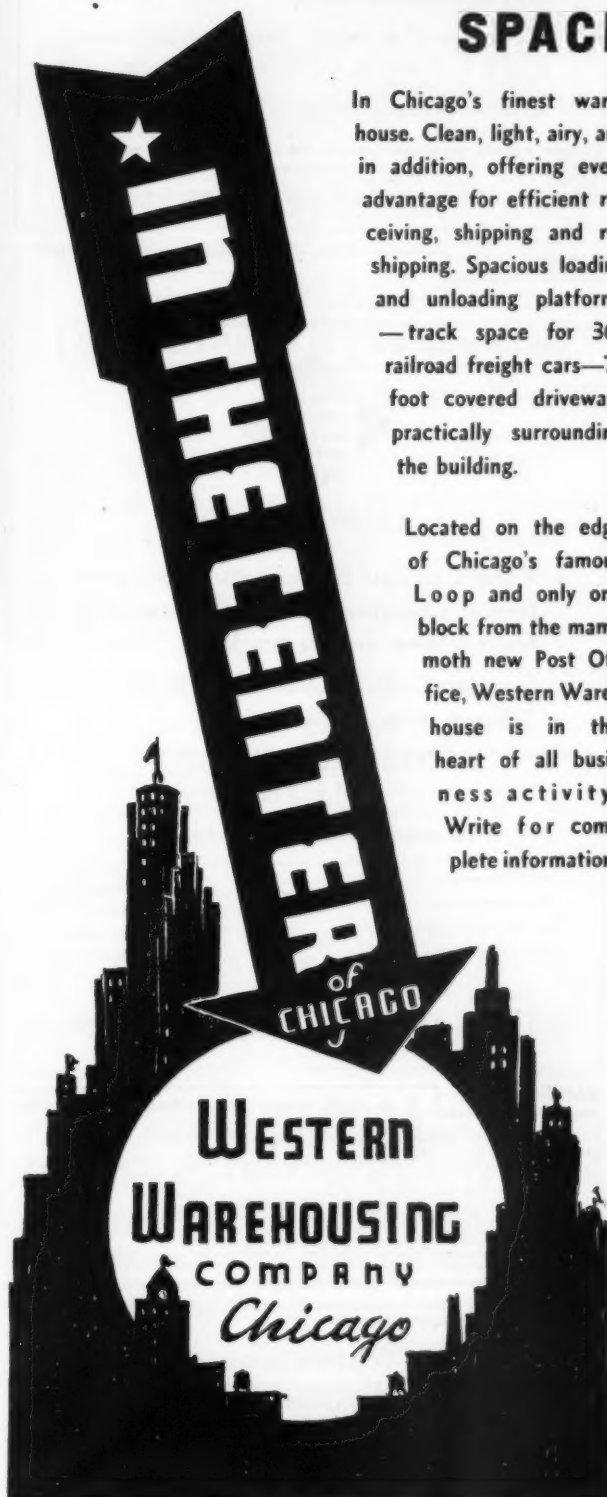
CHICAGO, ILL.

Los Angeles

A HALF MILLION FEET OF MODERN WAREHOUSE SPACE

In Chicago's finest warehouse. Clean, light, airy, and in addition, offering every advantage for efficient receiving, shipping and re-shipping. Spacious loading and unloading platforms—track space for 360 railroad freight cars—70 foot covered driveways practically surrounding the building.

Located on the edge of Chicago's famous Loop and only one block from the mammoth new Post Office, Western Warehouse is in the heart of all business activity. Write for complete information.



CHICAGO, ILL.

Merchandise Storage and Distributors

WAKEM & McLAUGHLIN, Inc.

Estd. 1886

MAIN OFFICE—225 E. ILLINOIS ST., CHICAGO

U. S. Internal Revenue Bonded Warehouse

U. S. Customs Bonded Warehouse

ADVANCES MADE

Our ample financial resources enable you to negotiate loans right in our office.

Prompt Delivery and Best of Service

CHICAGO, ILL.

WERNER BROS. KENNELLY COSTORAGE
MOVING
PACKING
SHIPPING

M. H. KENNELLY, President

Your Chicago Shipments given preferred attention. Pool cars handled on our own switch track.

Consign C. M. St. Paul & P. R. R. . . .
Wilson Ave. Branch.**CONTAINER SHIPMENTS
SOLICITED**

Warehouses Conveniently Located

2815 Broadway
4917 Broadway
7613 N. Paulina St.
4615 Clifton Ave.PARK BRANCH
1750 N. Clark St.
Opposite Lincoln ParkTRAFFIC DEPT.
3133 N. Halstead St.

MAIN OFFICE:

2815 BROADWAY, CHICAGO, ILLINOIS

DANVILLE, ILL.

C. B. Hall, Pres. M. P. Hall, Sec. & Treas.

DANVILLE TRANSFER & STORAGE CO.

The only fireproof warehouse in Danville. Storage for household goods and Merchandise Distributing. Conveniently located in the heart of the wholesale district. Private siding to warehouse, and free switching from all railroads.

Low Insurance RateDanville is the breaking point of Eastern and Western Classification of freight rates, making a most convenient point for the distributing or storage of carloads. American Warehouse Association.
Members National Furniture Warehousemen's Association.
Members Illinois Furniture Warehousemen's Association.

DECATUR, ILL.

Decatur Warehouse Company

(Shumate Transfer)

20-30 INDUSTRY COURT
TRANSFER—STORAGE

MOVING—PACKING—DISTRIBUTION

BONDED :: LICENSED :: INSURED CARRIERS

JOLIET, ILL.

Telephones 501 and 502

Joliet Warehouse and Transfer Company

Joliet, Illinois

MERCHANDISE STORAGE AND DISTRIBUTION

Best distributing point in Middle West.

Located on S. Trunk Lines and Outer Belt which connects with every road entering Chicago.
No switching charges.
Chicago freight rates apply.

PEORIA, ILL.

All Points of the Compass

Peoria is the logical center of distribution for Illinois. We will be pleased to explain our service and facilities.

Our Dependability Your Assurance of Satisfaction

Member of A. W. A.

FEDERAL WAREHOUSE CO.
Adams and Oak

PEORIA, ILL.

**NATIONAL
WAREHOUSE
CO.**

- Merchandise Storage
- Pool Car Distribution
- Private Siding
- Low Insurance Rate
- Fireproof Building Construction
- 14 Years Warehousing Experience

1323 SO. WASHINGTON ST.

ROCKFORD, ILL.

BARTLETT WAREHOUSE

TRACKAGE—

—FREE SWITCHING

SPARKLING SERVICE

506-514 Cedar St.

Phone Main 134

ROCK ISLAND, ILL.

THE CENTER OF THE QUAD-CITIES
160,000 POPULATION — RATE BREAKING POINT
MOTOR FREIGHT SERVICE IN ALL DIRECTIONS

FEDERAL BARGE LINE TERMINAL

C. B. & Q. SIDING—FREE SWITCHING

ROCK ISLAND TRANSFER & STORAGE CO.

Member of A. W. A.—N. F. W. A.

EVANSVILLE, IND.

"Where waterway-railway-highway meet"

**MEAD JOHNSON TERMINAL
CORPORATION**Subscribers to the Merchandise Warehousing Trade Code,
under Certificate No. 34-309.**Combination River-Rail Truck Terminal &
Warehouse**

90,000 sq. ft. floor space on one floor. Served by two railroads—C. & E. I. and L. & N. Reciprocal switching to all Evansville industries. Fireproof; Sprinkler system; Thermostatically heated; Lowest insurance. Ideal trucking facilities. Store door service. Merchandise storage. Pool car distribution. Served by American Barge Line, Mississippi Valley Barge Line and Independent Tows.

EVERYTHING NEW—STRICTLY MODERN

EVANSVILLE, IND.

Byron Parsons, Pres.
Sec., Treas. & Mgr., Omar A. Reinhardt

Terminal Warehouse Company, Inc.
915 Main St. Evansville, Ind.
Merchandise Warehouse, 10,000 square feet, concrete,
private siding on I.C.
Distribution of Pool Cars

FORT WAYNE, IND.

FORT WAYNE STORAGE CO. [WITH MIGHT AND MAIN] [THE SAME]

FIREPROOF AND NON-FIREPROOF BUILDINGS.
Pittsburgh, Fort Wayne & Chicago R. R.; Grand Rapids & Indiana R. R.;
Wabash R. R.—Private Sidings—Pool Car Distribution

FORT WAYNE, IND.

PETTIT'S STORAGE WAREHOUSE CO.

"FIREPROOF" BUILDINGS

STORAGE, TRANSFER, DISTRIBUTION

Located in Center of Business District

We have our own truck line and are equipped to make prompt deliveries

Private siding



HAMMOND, IND.

Members N.F.W.A., Allied Van Lines

JOHNSON

Transfer and Fireproof Warehouse

MERCHANDISE AND HOUSEHOLD GOODS STORAGE

WAREHOUSE and OFFICE: 405 Douglas Str.

INDIANAPOLIS, IND.

"Coburn Service for Efficiency"

HENRY COBURN

STORAGE and WAREHOUSE CO.

Merchandise Storage, Distribution, Trucking

Leased Space—Offices—Low Insurance

Loans on Receipts

INDIANAPOLIS, IND.

Indianapolis Warehouse and Storage Co.
330 West New York St. Indianapolis, Ind.

Merchandise Warehouse, Brick, Sprinklered, 80,000
Square feet, private siding C.C.C. & St. L. Pool Car Dis-
tribution. Lease Space. Office Space.

Member of A.W.A. - Ind. W. A. - Associated Warehouses, Inc.

INDIANAPOLIS, IND.

Strohm Warehouse & Cartage Company
230 W. McCarty St. Telephone Ri. 5513

General Merchandise Cold Storage. Pool Car Distribution and
Checking Out. All Merchandise on Check Out Cars Placed
on Platform Ready for Delivery.

CCC & St. L. R.R.

Modern Truck Equipment.

INDIANAPOLIS, IND.

"Service That Satisfies"

POOL CAR DISTRIBUTION

TRIPP WAREHOUSE COMPANY
MERCHANDISE AND MACHINERY STORAGE
Centrally located in Shipping District
Private Siding—C. C. & St. L. R. R.

TERRE HAUTE, IND.

Bauermeister Terminal Company

Private R.R. Track Capacity 21 Cars connecting with all Lines.

Merchandise Storage and Distribution a Specialty
Pool Cars Solicited

Motor Trucks for Store Door Delivery. Our clients do the selling—We
do the rest. U. S. Licensed and Bonded Canned Foods Warehouse
License No. 12-4.

CEDAR RAPIDS, IOWA

CEDAR RAPIDS TRANSFER & STORAGE CO.

FIREPROOF WAREHOUSE
ALL MODERN FACILITIES FOR EFFICIENT WAREHOUSING
AND DISTRIBUTION OF MDSE. AND H. H. GDS.

MOTOR FREIGHT TERMINAL

For Reputable Freight Lines

DAILY SERVICE IN EVERY DIRECTION

FREE SWITCHING FROM ALL RAILROADS ENTERING CEDAR RAPIDS
Special Warehouse for Farm Machinery and Heavy Equipment

DAVENPORT, IOWA

Including Rock Island and Moline, Ill.

Ewert & Richter Express & Storage Co.

Fireproof Warehouse, on Trackage—In the Business and
Shipping District of Davenport.

Pool car distribution—Mdse. & H.H.G. with motor truck
service—direct from our Combined Rail and Truck Terminal.

A.W.A.—N.F.W.A. Phone Ken. 543

DES MOINES, IOWA

BLUE LINE STORAGE CO.

200-226 - Elm - Des Moines, Ia.

Merchandise and Household Goods Storage
Private Siding—Free switch from any R.R. entering
Des Moines

Members: A.W.A.—N.F.W.A.—Ia.W.A.—M.O.W.A.

DES MOINES, IOWA

Member American Chain of Warehouses

Fire
Proof
Ware-
house

MERCHANTS
TRANSFER & STORAGE CO.

215
&
Mulberry

TRY OUR SUPERIOR SERVICE

35 years' warehousing nationally known accounts
gives you Guaranteed Service
Daily reports of shipments and attention to
every detail.

DES MOINES, IOWA

ESTABLISHED 1880

White Line Transfer & Storage Co.

120 So. FIFTH AVE.

DES MOINES, IOWA

Moving: Packing: Shipping: Consolidators and Forwarders

Fireproof and Non-Fireproof Storage of

AUTOMOBILES, INFLAMMABLES, HOUSEHOLD GOODS

MERCHANDISE (All Kinds)

Private Sidings—Free Switching to and from All Lines Entering Des Moines
(Lowest Insurance)

Member: A. W. A., May. W. A., Ia. W. A., Mo. W. A.

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Hub of Northern Iowa
and Southern Minnesota Territory
MASON CITY WAREHOUSE CORP.
Fireproof Storage of All Kinds
MASON CITY, IOWA
Served by: C&NW, CRI&P, CGW, CMS&P&P & M&StL RAILWAYS

SIOUX CITY, IOWA

"Our Customers Are Always Satisfied"
Iseminger's Storage and Cartage Co.
Your Choice for the Sioux City Territory
Transfer and Storage of Household Goods
Distribution of Merchandise
G. W. ISEMINGER, Mgr.

WATERLOO, IOWA

IOWA WAREHOUSE CO.
Fireproof Warehouse Motor Truck Service
Distributing and Warehousing All Classes of
Merchandise, Household Goods and Automobiles

HUTCHINSON, KANSAS

N. F. W. A.—A. W. A.
CODY
Transfer & Storage Co.
Fireproof Warehouse — Merchandise and Household Goods
Private siding — Free switching — Pool car distribution

KANSAS CITY, KANSAS

GRANDVIEW CLUB TRANSFER & STORAGE CO.
Modern distribution and warehousing service
Merchandise and household goods.
Reinforced concrete buildings. Private siding.
Free switching to and from all lines.
75,000 sq. ft. modern storage.

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Inter-State Transfer and Storage Company
FIREPROOF WAREHOUSE
Packing, Moving, Storing and Shipping
738-740 Armstrong
L. J. CANFIELD, Proprietor Telephone Druml 3420

TOPEKA, KANSAS

E. H. White, Pres. & Treas. E. F. Dean, Vice-Pres. A. G. Durall, Sec.
TOPEKA TRANSFER and STORAGE Co., Inc.
A.W.A. Established 1880 N.F.W.A.
FIREPROOF WAREHOUSES FOR MERCHANDISE & HOUSEHOLD GOODS
TWICE DAILY TRUCK SERVICE TOPEKA-KANSAS CITY
CITY-WIDE DELIVERY SERVICE
Private Switch Connections AT & SF, CRI & P, U.P. and M.P.
Member of American Chain of Warehouses

The Men Who Distribute
McDougall Kitchen Cabinets
Read DISTRIBUTION & WAREHOUSING
and consult the Directory of Warehouses

WICHITA, KANSAS

*A Modern Distribution and
Warehousing Service*
Brokers Office & Warehouse Co.
Murray E. Cuykendall, Gen. Mgr.

WHAT IT MEANS TO YOU
Not something for nothing, but doing what you want
done intelligently, economically and promptly.
AT YOUR SERVICE

WICHITA, KANSAS



Write or Wire
Cassell
TRANSFER & STORAGE CO.
WICHITA, KANSAS
Fireproof Storage and Sprinkler System

WICHITA, KANSAS

MID-CONTINENT WAREHOUSE COMPANY
BONDED
East William St., Commerce to Santa Fe
MERCHANDISE STORAGE DISTRIBUTION
A Superior Service Reasonably and Intelligently Rendered
CHAS. KNORR, Manager Telephone 3-5280
Forty years' experience in handling merchandise

WICHITA, KANSAS



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THE UNION
TRANSFER and STORAGE
COMPANY, Inc.
THREE LARGE
WAREHOUSES
Fireproof and Non Fireproof. Centrally Located
Warehouses on Private Sidings. Free Switching Charges.
DISTRIBUTION OF POOL CARS A SPECIALTY
MERCHANDISE AND HOUSEHOLD GOODS
WE FURNISH MOTOR TRUCKS and TEAM SERVICE
Member American Chain of Warehouses

LOUISVILLE, KY.

EMANUEL LEVI, Pres. W. L. STODGHILL, Gen. Mgr.
FIREPROOF STORAGE COMPANY, Inc.
308 W. LIBERTY ST.
MODERN FIREPROOF H. H. GOODS DEPOSITORY
MOVE—PACK—SHIP
Member: Mayflower Warehousemen's Association

LOUISVILLE, KY.

Most Up-To-Date Warehouse and Motor Truck Terminal in the South!

Our Service Is Our Sales Force

With a trained personnel and finest facilities for rendering distribution service second to none. ASK YOUR CUSTOMERS HERE.

CHESTER BELL, Gen. Mgr.

KENTUCKY TERMINAL WAREHOUSE & STORAGE CO.
1301-1317 W. Main St. Louisville, Ky.

LOUISVILLE, KY.

LAMPPIN WAREHOUSE COMPANY

1409 Maple St., Louisville, Ky.

Merchandise Warehouse 50,000 square feet,
Mill Construction, Sprinklered, private
siding P.R.R. Distribution of pool cars.

LOUISVILLE, KY.

Louisville Public Warehouse Company
25 WAREHOUSES \$750,000 CAPITAL

Louisville Member
AMERICAN CHAIN—DISTRIBUTION SERVICE, INC.
Gen'l Mds. H. H. Goods

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COMPLETE MERCHANDISE STORAGE AND DISTRIBUTION SERVICE

Largest local Merchandise Warehousing Facilities, operated in direct conjunction with Our Own River-Rail Terminal. Free Switching by all rail- and water-carriers. Rail Siding Eighteen cars capacity. Lowest local insurance rates. State bonded.

"EFFICIENT—SAFE—ECONOMICAL SERVICE"

MUNICIPAL WAREHOUSES—BATON ROUGE, LA.
MANAGED AND OPERATED BY PORT OF BATON ROUGE

NEW ORLEANS, LA.

Importers' Bonded Warehouse
and

Bienville Warehouses Corporation, Inc.
R. W. DIETRICH, President

NEW ORLEANS, LA.

Complete Warehousing and Distribution Service for New Orleans and its territory.

200,000 square feet of storage space with track room for 30 cars at one placement. Licensed by and bonded to the State of Louisiana, and the U. S. Government. Office, 240 Bienville St.

Member A. C. W.—A. W. A.

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Commercial Terminal Warehouse Company
INCORPORATED

Modern Merchandise Warehouses

A dependable agency for the distribution of merchandise and manufactured products.

Storage Cartage Forwarding Distributing
Bean Cleaning and Grading Fumigating

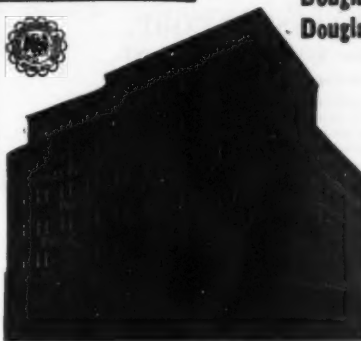
Office 402 No. Peters Street
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LOUISIANA

NEW ORLEANS, LA.



Douglas Shipside Storage & Douglas Public Service Corps.



New Orleans, La.
Sprinklered storage—
1,050,000 square feet.
Mds. and Furniture.
Switch track capacity
—60 cars.
Nine warehouses convenient to your trade.
Loans made against negotiable receipts.
Trucking Department operating 53 trucks.
Insurance Rates 12c to 22c.

Represented by
Distribution Service, Inc.
New York Chicago
San Francisco

NEW ORLEANS, LA.

GALLAGHER

TRANSFER AND STORAGE CO., INC.

927-945 Magazine St.

Modern Fireproof Warehouse

You may depend on us to treat your clients as our own when you call on us to serve them in New Orleans.

Members—N.P.W.A. and A.W.A.

NEW ORLEANS, LA.

NEW ORLEANS, LA.

2nd PORT, U. S. A.

All cement warehouses, low insurance, low handling costs.
Located on Mississippi River—Shipside connection.
Electrical unloading and piling devices provided to eliminate damage in handling.
Excellent switching connections, with all lines entering New Orleans.

INDEPENDENT WHESE. CO., Inc.
New Orleans, La.

NEW ORLEANS, LA.

PELICAN STORAGE & TRANSFER
201 NORTH FRONT ST.

Complete Warehousing & Distribution Service.
Low Insurance . . . Switch Track Facilities
Motor Freight Terminal . . . Fumigation

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"LET US GIVE YOU THE BEST"

Standard Warehouse Company, Inc.

100 Poydras St.

New Orleans, La.

Twenty trucks and twenty cars can be handled simultaneously at our 800 feet of platform. Rail and water facilities are at our doors. More than 100,000 feet of space, and every possible facility for storage, drayage, distribution of pool cars. In fact, every branch of the merchandise warehouse industry is at your immediate disposal.

Member of Southwest Warehouse and Transfermen's Association, Inc.

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Established 1875

Incorporated 1918

General Storage and Distributing



Rail and Water Connection—Private Siding

Member
American Chain of Warehouses
American Warehousemen's Association
National Furniture Warehousemen's Association



PORTLAND, MAINE

Established 1858

CHASE TRANSFER CORP.

General Offices 48 COMMERCIAL ST.

Specialists in Merchandise Pool Car Distribution

Local trucking and Contract Carriers for Maine.
Heavy machinery, safes, boilers, stacks, etc.
Equipped to haul up to 80 tons.
Dock and Terminal facilities.

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For Details See Directory Issue
Distribution and Warehousing**BALTIMORE FIDELITY WAREHOUSE CO.**

T. E. WITTERS, President

Baltimore's Most Modern Merchandise Warehouses
Rail and Water Facilities
Pool Car Distribution—Storage—Forwarding
Private Siding Western Maryland Railway

BALTIMORE, MD.

Established 1905 THOS. H. VICKERY, Pres.

FIREPROOF WAREHOUSE

**BALTIMORE
STORAGE CO.**

Charles and 26th Sts.
Every facility for the handling of your shipments



BALTIMORE, MD.

CAMDEN WAREHOUSES

Operating Terminal Warehouses on Tracks of
The Baltimore & Ohio Railroad Co.
Storage—Distribution—Forwarding
Tobacco Inspection and Export—Low Insurance Rates
Consign Via Baltimore & Ohio Railroad

BALTIMORE, MD.

Est. 1904

CENTRAL WAREHOUSE CO., Inc.

Rail Connections — Motor Trucks — Pool Car Service
Merchandise Storage and Distribution
Complete Branch Warehouse Service — Low Insurance
Located in Heart of Wholesale and Jobbing District
4 Blocks from Actual Center of City
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Main Office: 400 Key Highway Established 1890
Branch Office: N. Y., Wash., Phila., Norfolk**DAVIDSON
TRANSFER AND STORAGE CO.**

Offering the most complete Moving, Hauling and Freight Service in Baltimore
Handling Distribution of Nationally Known Products for 36 Years
Fleet of Delivery Trucks Covering City and Vicinity Twice Daily
"U. S. Customs Bonded Drymen"
Member of Maryland Furniture Warehousemen's Ass'n

BALTIMORE, MD.

FIDELITY

STORAGE CO.

2104-68 MARYLAND AVE.

Your Clients Efficiently Served
All Collections Promptly Remitted

MOTOR FREIGHT SERVICE

Household Goods Pool Car Distribution Merchandise
Maryland Furniture Warehousemen's Association
National Furniture Warehousemen's Association

Baltimore's Modern Fireproof Warehouse

MARTIN J. REILLY, Pres.

A. BERNARD HEINE Vice-Pres.

BALTIMORE, MD.

**McCORMICK WAREHOUSE
COMPANY**

LIGHT AND BARRY
STREETS

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Concrete sprinklered warehouse centrally located.
Private siding handling CL shipments via B&O,
WM R.R. and PENN R.R. Low storage and
insurance rates. Negotiable receipts issued.
Pool car distribution. Motor truck service.
Baltimore Port rates on CL via M & M T Co.,
from New England.

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STORAGE CO.**

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FIREPROOF MODERN WAREHOUSE
MOTOR VAN SERVICE
EFFICIENT AND COURTEOUS MANAGEMENT

BALTIMORE, MD.

AN ASSOCIATED

Terminal Warehouse Co.

Operating four Modern Warehouses on tracks of
Pennsylvania Railroad Company.

Trucking Storage
Pool Car Distribution
Financing Bonded Space

Founded
1893



Resources
\$750,000

BOSTON, MASS.

**BANKERS
WAREHOUSE COMPANY**

General Offices: 24-32 Farnsworth Street
GENERAL MERCHANDISE

Free and Bonded Storage
N. Y., N. H. & H. Private Siding

Pool Car Distribution
Member Mass. W. A.

BOSTON, MASS.

SHIPPING TO BOSTON?

Use our complete facilities for
the expert handling of house-
hold goods.

Modern equipment for lift vans
and containers.

T. G. BUCKLEY COMPANY 690 DUDLEY ST., BOSTON
OPERATING DORCHESTER FIREPROOF STORAGE WAREHOUSE
Members—N.F.W.A.—Mass. W. A.—A.V.L.—Can. W. A.

BOSTON, MASS.

CONGRESS STORES, INC.

38 STILLINGS ST.

PERSONAL
SERVICE

GENERAL
MERCHANDISE STORAGE

CENTRAL
LOCATION

Pool Car Distribution

Sidings on N. Y., N. H. & H. R. R.

Protected By
A.D.T. Service

Member
Mass. Warehousemen Assn.

BOSTON, MASS.

Established 1896

PACKING MOVING

DUNN CO.

STORING SHIPPING

COMPLETE WAREHOUSING FACILITIES
CONTAINER SERVICE

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FEDERAL WAREHOUSE, INC.

34-38 MIDWAY ST., BOSTON, MASS.

Storage Capacity, 100,000 Sq. Ft.

Low insurance rate, direct track connection N. Y., N. H. & Hartford R. R.
General Merchandise. Storage and distribution. Negotiable and Non-negotiable
warehouse receipts. Space reserved for merchandise requiring non-freezing tem-
perature.

Pool Car Shipments — Auto Truck Service
William F. Heavey, President and General Manager

BOSTON, MASS.

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151 Beverly Street
Boston and Maine R. R.

ALBANY TERMINAL STORES
137 Kensington Street
Boston and Albany R. R.

FRANCIS FITZ WAREHOUSE
30 Pittsburgh Street
N. Y., N. H. and H. R. R.

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**FITZ WAREHOUSE
AND
DISTRIBUTING CO.**

**GENERAL MERCHANDISE
STORAGE**

Free and Bonded Space

-:-

Pool Car Service



Successors to

**FRANCIS FITZ CO. AND THE
GENERAL STORAGE DIVISION
OF QUINCY MARKET COLD
STORAGE AND WAREHOUSE
CO.**

*Rail and Motor Truck Deliveries
to All Points in New England*

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Hoosac Storage and Warehouse Company

Lechmere Square, East Cambridge, Mass.

FREE AND BONDED STORAGE

Direct Track Connection B. & M. R. R.

Lechmere Warehouse, East Cambridge, Mass.

Hoosac Stores, Hoosac Docks, Charlestown, Mass.

Warren Bridge Warehouse, Charlestown, Mass.

BOSTON, MASS.

MERCHANTS WAREHOUSE CO.

FISKE WHARF STORES

453 Commercial St.

Boston, Mass.

Free & Bonded Fireproof Storage

Private Siding—Union Freight R. R.

A.W.A. American Chain of Warehouses, Inc. M.W.A.

BOSTON, MASS.

WIGGIN TERMINALS, Inc.

50 Terminal St.

Boston (29)

Mass.

STORAGE

B. & M. R.R.
Mystic Wharf,
Boston

N. Y., N. H. & H. R.R.
K. Street Stores
South Boston

BOSTON, MASS.

Established 1830

D. S. WOODBERRY CO.

P. O. Box 57, North Postal Station, Boston

FORWARDERS & STORAGE

Pool Car Distribution Specialists for New England

Boston & Maine R. R. Siding

CAMBRIDGE, MASS.

GEORGE E. MARTIN, Pres.
Consign Your Lift Van Shipments to Us

CLARK & REID CO., Inc.

380 GREEN ST., CAMBRIDGE, MASS.

**PACKING, STORING, SHIPPING OF HOUSEHOLD GOODS
OUR SERVICE INCLUDES ALL GREATER BOSTON**

Member of
Massachusetts Warehousemen's Association
Connecticut Warehousemen's Association
National Furniture Warehousemen's Association
Allied Van Lines, Inc.

FALL RIVER, MASS.

**BOSTON, MASS.
NEW BEDFORD, MASS.
PROVIDENCE, R. I.
NEWPORT, R. I.**

Direct R. R. Siding N. Y., N. H.
& H. R. R.

Keogh Storage Co.

Gen. Offices: Fall River, Mass.

Gen. Merchandise Storage

and Pool Car Distribution

Local and Long Distance Trucking.

FALL RIVER, MASS.

**NEW BEDFORD, MASS.
WATUPPA, MASS.**

**Mackenzie & Winslow,
Inc.**

75 Fourth St.

General Merchandise

**STORAGE AND DISTRIBUTION—POOL CAR SHIPMENTS
DIRECT N. Y., N. H. & H. R. R.—MEMBERS A. W. A.**

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T. ROBERTS & SONS, INC.
Local and Long Distance Furniture Moving

Fireproof Storage Warehouses
Household Goods Storage — Packing — Shipping
Merchandise Storage and Distribution
Pool Car Distribution

DIRECT R.R. SIDING B. & A. R.R. OR ANY R.R.

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**Atlantic States Warehouse
and Cold Storage
Corporation****385 LIBERTY ST.**General Merchandise and Household Goods Storage
Cold Storage for Butter, Eggs, Poultry, Cheese, Meats
and Citrous FruitsB. & A. Sidings and N. Y., N. H. & H. R. R. and
B. & M. R. R.Member { A. W. A.
M. W. A.*Daily Trucking Service to
suburbs and towns within a
radius of fifty miles.*

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88 Birnie AvenueSTORAGE AND DISTRIBUTION DAILY THROUGHOUT CON-
NECTICUT AND MASSACHUSETTS. PRIVATE SIDING.
SPECIAL FACILITIES FOR MOVING, PACKING AND SHIP-
PING OF HOUSEHOLD EFFECTS. WAREHOUSES AT
BRIDGEPORT, CONN. AND HARTFORD, CONN.

Member of A.W.A., N.F.W.A., A.C.W., A.V.L.



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**Central Detroit Warehouse**Located in the heart of the wholesale and jobbing
district, within a half-mile of all freight terminals.
Modern buildings, lowest insurance rate in city.**Michigan Terminal Warehouse**
Wyoming and Brandt AvenuesModern concrete buildings, fully sprinklered,
serving the west side of Detroit and the city of
Dearborn. Specializing in heavy and light package
merchandise and liquid commodities in bulk. Con-
nected directly with every railroad entering the city.**Central Detroit Warehouse Co.****Fort and Tenth Streets, Detroit, Mich.**New York, N. Y.—250 Park Avenue—Room 828
Chicago, Ill.—55 W. Jackson Blvd.—Room 1010

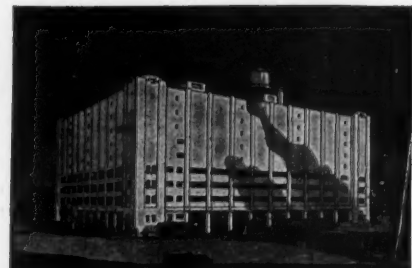
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Efficient, Dependable Warehousing

- Fireproof warehouse. Sprinklers. General and cold storage. Ideal location.
- Served by all rail lines entering Detroit. Inside truckage for 22 cars.
- Forty-four sheltered truck docks. Eleven high speed freight elevators.
- 1400-ft. wharf. Equipped to handle all commodities. Large marine house.

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DETROIT, MICH.

**GRAND TRUNK RAILWAY TERMINAL
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Ferry Ave., E. and Grand Trunk Railway

Local, regional and storage-in-
transit service, offering every facility
known to modern distribution.New
Ultra-Modern
PlantTrunk Line
Terminal
Complete Service

Continent-wide Connections

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STORAGE—PRIVATE SIDING****6554 Hamilton Ave., Detroit, Mich.**

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**JEFFERSON
TERMINAL WAREHOUSE****Detroit 1900 E. Jefferson Ave. Michigan****MERCHANDISE WAREHOUSING
and DISTRIBUTION**Our reinforced concrete building, centrally
located, assures very prompt delivery of goods to
our patrons' customers. Desirable offices for rent.
Quick service on pool cars. Prompt reshipments
and city deliveries by our own motor trucks.

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EVERY LOAD INSURED

**UNITED VAN SERVICE
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9400 MACK AVENUETURN YOUR MOVING AND STORAGE PROBLEMS OVER TO OUR EXPERI-
ENCED ORGANIZATION. WE OWN AND OPERATE NEW, MODERN
EQUIPMENT WITH ONE RESPONSIBILITY—OUR OWN.

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"Located Heart Jobbing District"

RIVERSIDE STORAGE & CARTAGE CO.

Cass and Congress Sts., Detroit, Mich.
53 Years Satisfactory Service
HOUSEHOLD GOODS AND MERCHANDISE STORAGE
MOVING — PACKING — SHIPPING
PERSONAL SERVICE GUARANTEED
Members A. W. A.—N. F. W. A.

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"Center of Michigan"

FIREPROOF STORAGE CO.

H. H. HARDY, Manager
SERVICE—SAFETY—SATISFACTION—GUARANTEED
MOVE—PACK—CRATE—TRANSFER
FIREPROOF WAREHOUSE—PRIVATE SIDING
Merchandise Storage—Pool Car Distribution
Member of A. W. A.

LANSING, MICH.

LANSING STORAGE COMPANY

The only modern fireproof warehouse in
Lansing exclusively for household storage.
RUG—TRUNK—SILVER VAULTS
WE KNOW HOW
440 No. Washington Ave.
(Member of Allied Van Lines, Inc.)

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CENTRAL WAREHOUSE CO.

GENERAL WAREHOUSEMEN AND FORWARDERS,
MERCHANDISE DISTRIBUTION
SPRINKLER SYSTEM
Private Sidings M. C. R. R.
SAGINAW, MICH. Office
N. Michigan Ave.

MINNEAPOLIS, MINN.

ANCHOR WAREHOUSE, Inc.

BONDED - FIREPROOF WAREHOUSE
Exceptional Facilities—Modern Offices
Efficient Service, Free Switching from All Railroads
Ideally located in the heart of the Wholesale
and Shipping District
Offering a complete Warehousing and Distribution Service
Inquiries Solicited
730-740-750 Washington Ave., North

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KEDNEY

WAREHOUSE COMPANY

Complete Distribution Service

MINNEAPOLIS

617 Washington Ave., N.

Operating 200,000 square feet of modern, low insurance rate space. Protected by A.D.T. fire alarm system. Private railroad sidings on G.N. and C.B.&Q. Motor trucks for prompt store-door delivery.

ST. PAUL

8th & Johns St.

Operating 150,000 square feet of modern reinforced concrete space, with sprinkler protection. Private railroad sidings on G.N. and C.B.&Q. Motor trucks for prompt store-door delivery.



ST. PAUL, MINN.

Thoroughly Serving GREATER DETROIT

THE modern warehouse must be more than a building in which merchandise may be stored. With it must go a SERVICE that is always a long step ahead of changing methods of buying and selling. The United States brings to Greater Detroit a COMPLETE Warehousing Service. Our group has earned a national reputation for anticipating storage requirements for every type of commodity—and meeting these demands with ACTION. General Merchandise, Cold or Sharp Freezer Service, Forwarding, Distribution, Storage-in-Transit and Warehouse Financing are all a part of United States Service. Six million cubic feet of space are provided in the United States Warehouse building. Forty trucks can operate at one time at the unique truck docks which are away from the congested thoroughfares. Fireproof construction makes your insurance rates the lowest. USE and DEPEND upon United States Service.

United States Warehouse Co.
1448 Wabash Avenue
Detroit, Michigan

DETROIT, MICH.

Wolverine Storage Company, Inc.

11850 E. Jefferson Ave.
STORAGE and MOVING
PACKING and SHIPPING
Members N. F. W. A.

FLINT, MICH.

CENTRAL WAREHOUSE CO.

WATER AND SMITH STS.
COMPLETE WAREHOUSING SERVICE
SPRINKLERED RISK G. T. TRACKAGE

GRAND RAPIDS, MICH.

A COMPLETE WAREHOUSING AND
DISTRIBUTING SERVICE

COLUMBIAN STORAGE & TRANSFER Co.

Approximately 75% of All Commercial Storage
in Grand Rapids Handled Thru Columbian

MINNEAPOLIS, MINN.

Established 1880

CAMERON**TRANSFER & STORAGE CO.**

734-758 Fourth St. No.

Conveniently located on CBQ & GN Ry. tracks.
Local and long distance motor truck service.

MINNEAPOLIS, MINN.

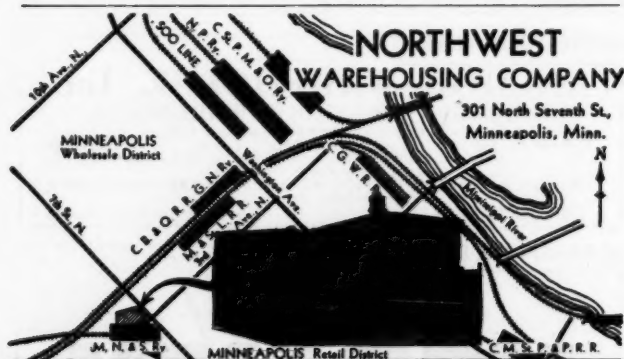
AN ASSOCIATED

*For the Northwest Market***MINNEAPOLIS TERMINAL WAREHOUSE COMPANY**

provides complete storage and distribution services for the Northwest Market for many of the largest National distributors.

ST. PAUL TERMINAL WAREHOUSE COMPANY

offers the same progressive services and facilities under the same management. We invite your inquiries.



Here you get close to MINNEAPOLIS Buyers

MINNEAPOLIS, MINN.

The Northwestern**TERMINAL**PUBLIC BONDED WAREHOUSE
WITH COMPLETE FACILITIESOPERATING OFFICE: 800 Stinson Boulevard, Minneapolis, Minn.
Members, Minn. W.A.

ROCHESTER, MINN.

Carey Transfer & Storage

903 6th St., N. W.

S.B. Warehouse: (MDSE & HHG). City and interurban delivery of Merchandise. Movers, packers, shippers and manufacturers' distributors. Motor van service. Assoc. MinnWA.—Mayflower Warehousemen's Assn.

The Men Who Distribute

'Gold Dust'Read DISTRIBUTION AND WAREHOUSING
and consult the Directory of Warehouses

ST. PAUL, MINN.

CENTRAL WAREHOUSE COMPANY
SAINT PAUL-MINNEAPOLIS

At the junction of nine railroads where one stock serves the Twin Cities and Northwest. L. C. L. shipping without carting. Twenty warehouses. Five miles of trackage. Served by our own electric locomotive.

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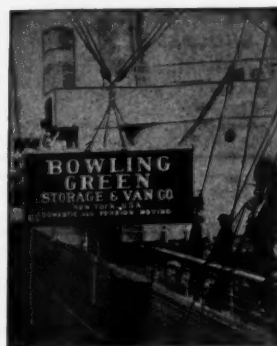
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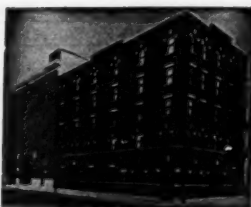
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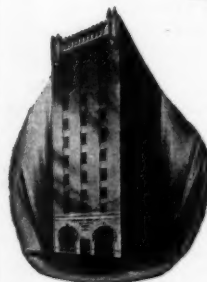
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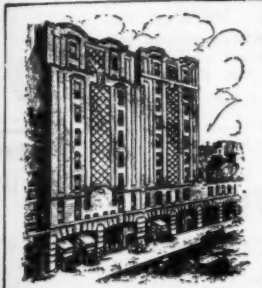
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NEW YORK, N. Y.

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LACKAWANNA

TERMINAL WAREHOUSES, INC.

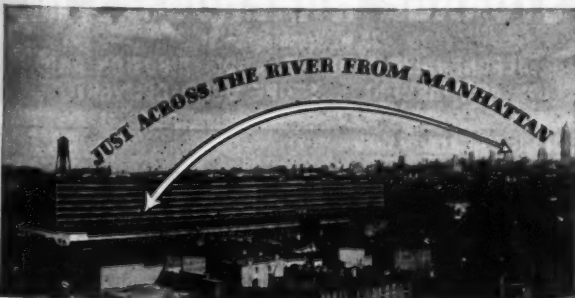
JERSEY CITY, N. J.

(Six hundred feet from the Manhattan Tunnel Plaza)

SUPERIOR DISTRIBUTION

A stock of your products carried in our Terminal is within 24 hours of your customer's door at any principal point between Boston and Washington, D. C.

• Traffic experts route your shipments via dependable lines at minimum charges. • Side track facilities and L. C. L. Freight station in same building. • Coastal Steamship connections, eliminate unnecessary cartage expense. • Direct Motor Truck Store Door Delivery Service covering wide area. • Pool Car Distribution. • Modern Building and Minimum Insurance Rates.



WAREHOUSE

NEW YORK, N. Y.

Up-to-the-minute perpetual inventory.
Current balance-in-stock immediately available.

**LEHIGH HARLEM RIVER
TERMINAL WAREHOUSE, Inc.**

385 Gerard Ave., at East 144th St. and Harlem River
**GENERAL MERCHANDISE
AND NEW AUTOMOBILE STORAGE**

Central and convenient location adjacent to up-town grocery center, Lehigh Valley Railroad tracks in the building. Concrete fireproof construction. Sprinkler system. Clean floors. Orderly arrangement. Sunlight and ventilation on four sides. Lowest insurance rate in the Bronx—15¢ per \$100. Prompt service.

NEW YORK, N. Y.

**Offering a Superior Service
at a Reasonable Price**

Fireproof Vaults

Electric Van Service

Cold Storage

Separate Vans

Safe Deposit Vaults

Maintaining a modern fireproof building; easily accessible; storing household goods of every kind in separate fireproof rooms, vaults or galleries which are constructed to properly care for goods of value.

Special vaults for silverware and valuables; also vaults of arctic chill for storage of furs, tapestries, rugs, clothing or any other article of value that requires safeguarding from moth ravages.

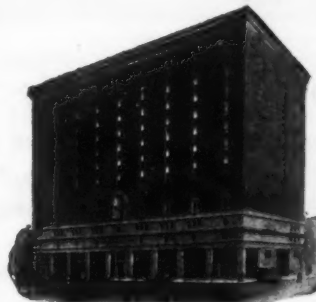
Special van equipment for transporting goods to and from warehouse and home or out-of-town. Also house-to-house moving.

Fumigating tanks to destroy moth or insects in furniture, rugs or bedding.

Special vans for shipments of household goods to all parts of the world.

Dead storage for automobiles. Batteries are cared for on premises.

Our experience of 50 years guarantees satisfactory performance.



Lincoln Warehouse Corporation

1187 to 1201 Third Ave., at 69th and 70th Sts.

Alexander Gaw, Vice-President and General Manager
Horace Roberts, Superintendent of Warehouses

NEW YORK, N. Y.

T. I. McCORMACK TRUCKING CO., Inc.

261 ELEVENTH AVE. AT 27th ST.

Service That Has Stood The Test

**GENERAL MERCHANDISE STORAGE AND DISTRIBUTION
IN THE VERY CENTER OF NEW YORK**

3 Railroad Bldg.: N. Y. C. R. R., Erie R. R., Lehigh Valley
Fleet of Motor Trucks for Every Kind of Transportation Need
Daily Metropolitan Deliveries License Delivery Permit
Custom House License No. 111

NEW YORK, N. Y.

**Storage, Distribution and Freight Forwarding
from an Ultra-Modern Free and Bonded
Warehouse.**

IDEALLY LOCATED

IN THE VERY CENTER OF NEW YORK CITY

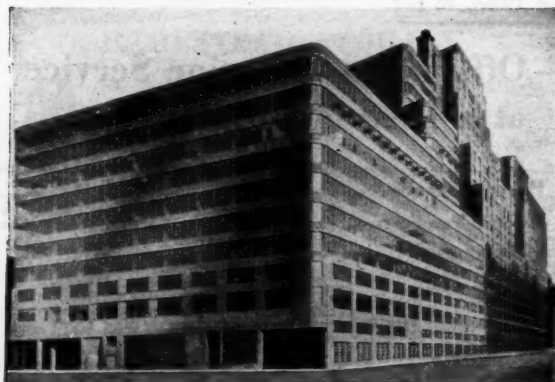
Adjacent to All Piers, Jobbing Centers
and The Holland Tunnel

Unusual facilities and unlimited experience in forwarding and transportation. Motor truck service furnished when required, both local and long distance. Lehigh Valley R.R. siding—12 car capacity—in the building. Prompt handling—domestic or foreign shipments.

MIDTOWN WAREHOUSE, INC.

Starrett Lehigh Bldg.
601 West 26th St., N. Y. C.

STARRETT LEHIGH BUILDING



Look Before You Locate

Starrett Lehigh Building, bounded by West 26th and West 27th Streets and 11th and 13th Avenues, New York City, affords an excellent location for manufacturing and distribution.

IT HAS —

- Lehigh Valley Railroad freight terminal on street level. Freight elevators direct to platform in rail yard.
- Truck elevators to all floors with convenient truck pits, offering street floor facilities throughout the building.
- Floor areas, 52,000 to 124,000 sq. ft. Smaller units may be leased.
- Low insurance rates.
- Live steam for manufacturing purposes.
- Fast passenger elevators.
- Restaurant and barber shop.

INVESTIGATE THE ADVANTAGES OF THIS BUILDING

You will find it easily adaptable as your Eastern manufacturing and distributing plant, sales and display offices. It is situated on wide thoroughfares in the center of Manhattan.

Nationally-known concerns, already occupants of the building, have been able materially to lower their New York operating costs and at the same time increase their efficiency. You, too, can save here.

Starrett Lehigh Building

D. R. CROTSLEY, Manager, 601 West 26th Street
Telephone: Chickering 4-0297

NEW YORK, N. Y.

J. G. SILBERBERG, Pres.

ROYAL WAREHOUSE CORP.
GENERAL MERCHANDISE
STORAGE—DISTRIBUTION—POOL CARS
Located in the Hub of Greater New York
Crane Equipped

Long Island City

New York

NEW YORK, N. Y.



SANTINI BROS., INC.

Serving Greater New York and All Points in Westchester County

MOVERS—PACKERS—SHIPPERS

General Offices: 1405-11 Jerome Ave.—Tel.: Jerome 6-5000
Four Fireproof Warehouses

3,000,000 CUBIC FEET—POOL CAR DISTRIBUTION

NEW YORK, N. Y.

Seaboard Storage Corporation

New York Office: 99 Wall St.

Distribution in the Metropolitan Area.

Steamship facilities — Railroad connections — Motor truck distribution — One Responsibility.

Port Newark Terminal Brooklyn Terminal
Foot of Doremus Ave. Foot of Smith St.

NEW YORK CITY, N. Y.

WARWICK-THOMSON CO.

507-517 West 39th St., New York City

STORAGE—TRUCKING—DISTRIBUTION
POOL CARS—CAR LOTS AND LESS CAR LOTS
STORE DOOR DELIVERY & FORWARDING

ROCHESTER, N. Y.

George M. Clancy Carting Co., Inc.

Storage Warehouse

55-55 Railroad Street

General Merchandise Storage . Distribution

Household Goods Storage . Shipping

Pool Cars Distributed and Reshipped

Direct R. R. Siding N. Y. Central

in the Center of Rochester

ROCHESTER, N. Y.

Established 1893

Storage of Automobiles and General Merchandise

N. Y. C. R. R. 10 Car Capacity, Private Siding

Pool Car Distribution Motor Service

Heated Throughout Sprinklered Low Insurance Rate

MONROE WAREHOUSE COMPANY, Inc.

Offices: 1044 University Ave.

Member of A. W. A.

ROCHESTER, N. Y.

ROCHESTER STORAGE WAREHOUSES, Inc.

26 N. Washington St.

MERCHANDISE STORAGE . DISTRIBUTION AND
FORWARDING . STORE DOOR DELIVERY

SCHENECTADY, N. Y.



Schenectady Storage and Trucking McCormack Highway Transportation

Offices: 160 Erie Blvd.

General Merchandise Storage and Distribution
Pool Car Distribution Household Goods
Storage and Moving Long Distance Trucking

SYRACUSE, N. Y.



Fireproof Throughout
Flagg Storage Warehouse Co.

SYRACUSE, N. Y.

Protected by Automatic Sprinkler

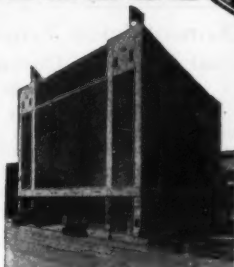
Consign your Household Goods Shipments in our care
MOVING — STORAGE — PACKING — SHIPPING
Mdse. Storage Pool Cars Handled
Private Siding

SYRACUSE, N. Y.

**A Sales PLUS in
New York State**

Selling in New York State
is easier and more profit-
able when you offer your
customers the complete
service available through
our modern warehouse.
Write for money-saving
suggestions.

Member A.W.A. ACW
NFWA, AVL



Great Northern Warehouses, Inc.
348-360 W. Fayette St., Syracuse, N. Y.

SYRACUSE, N. Y.

DISTRIBUTION KING STORAGE
SINCE 1897



MERCHANDISE

HOUSEHOLD
GOODS

MOTOR FRT.
STORE DOOR
DELIVERY

MEMBERS
A.W.A. N.F.W.A.
AGT. A.V.L.

Represented by
Distribution Service, Inc.—New York—Chicago—San Francisco

UTICA, N. Y.

Broad Street Warehouse Corporation

Broad & Mohawk Sts., Utica, N. Y.

MODERN STORAGE WAREHOUSE

100,000 Sq. Ft. of Floor Space. Private Siding. Low Insurance Rates.
Sprinklered and Heated. Private Offices for Manufacturers' Representa-
tives.

Modern Facilities for
STORAGE - PACKING - DISTRIBUTION - FORWARDING
Of Merchandise, Automobiles, Household Goods
"IN THE HEART OF NEW YORK STATE"

UTICA, N. Y.

Jones-Clark Trucking & Storage Co.
of Utica, N. Y.

The Heart of New York State and natural distributing
point. "Jones of Utica" has distributed Merchan-
dise and Household Goods for 25 years. Every
modern facility.

Member: N.F.W.A., Allied Van Lines, Inc.

UTICA, N. Y.

Established 1916

Utica Warehouse Co., Inc.

Box 276

Utica, N. Y.

Unexcelled facilities for handling bulk shipments. Storage
in transit on Cotton—Specializing in, Textiles,
Alkalies, Denatured Alcohol. Warehouses on D. L. & W.
and N. Y. C.—Private Sidings—Sprinklered through-
out—Pool Car Distribution—Motor Service.

WHITE PLAINS, N. Y.

CARPENTER STORAGE, INC.

Also serving

Tarrytown
Scarsdale
Hartsdale
Mamaroneck
Port Chester
Larchmont

107-121 Brookfield St.

One of the most modern and best equipped
Storage Warehouses in Westchester.
Household Goods Exclusively
Low Insurance Rate
Packing—Crating—Shipping
Members N.Y.F.W.A.

WHITE PLAINS, N. Y.

J. H. EVANS & SONS, INC.

Office & Warehouse: 253-257 Hamilton Ave.

Household Goods Moving, Storage, Packing, Shipping
Prompt service for any point in Westchester County
Member N.Y.F.W.A.

YONKERS, N. Y.

McCann's Storage Warehouse Co.
3 MILL ST.

Fireproof Storage Warehouse

Strictly modern in every respect. The largest and latest in West-
chester County—serving entire county.

CHARLOTTE, N.C.

AMERICAN STORAGE & WAREHOUSE CO.
CHARLOTTE, N. C.

OFFICE AND WAREHOUSE 439-441 S. CEDAR ST.

MERCHANDISE STORAGE ONLY. POOL CARS DISTRIBUTED
MOTOR TRUCK SERVICE LOCAL AND DISTANCE. PRIVATE
RAILROAD SIDING.

ESTABLISHED 1908

CHARLOTTE, N. C.

Carolina Transfer & Storage Co.

1230 W. Morehead St., Charlotte, N. C.

Bonded fireproof storage.
Household goods and merchandise.
Pool cars handled promptly. Motor Service.
Members A. W. A. and N. F. W. A.

CHARLOTTE, N.C.



MERCHANDISE STORAGE

Pool Car Distributors
Private Sidings

UNION STORAGE & WAREHOUSE CO., INC.
(BONDED)

1000-1008 West Morehead St. 30 Private Offices
Private Branch Exchange Insurance Rate 25c
MEMBER OF A.W.A.—N.Y.F.W.A.—ALLIED DIST. INC.

WILMINGTON, N. C.

33,000 Sq. Ft. Floor Space—Fireproof

Farrar Transfer & Storage Warehouse
1121 South Front Street

Household Goods, Storage, Packing, Shipping
POOL CAR DISTRIBUTION MOTOR SERVICE

Use Private Siding—A. C. L. R. R.

FARGO, N. D.

Union Storage & Transfer Co., Fargo, N. D.
General Storage—Cold Storage—Household Goods

Established 1908

Four warehouse units, total of 180,000 sq. ft. floor space—two
sprinkler equipped and two fireproof construction. Low insurance
rates. Common storage, cold storage and household goods. Ship in
our care for prompt and good service.

Office: No. 806-10 Northern Pacific Avenue
A.W.A.—ACW—M.N.F.W.A.—NFWA.

AKRON, OHIO

Cotter-City View Storage Co.

Main Office: 70 CHERRY ST., AKRON, OHIO

100,000 SQ. FEET STORAGE SPACE

Fireproof, concrete buildings, modern facilities, convenient location, ideally suited for clean, careful storage of

HOUSEHOLD GOODS and MERCHANDISE

Distribution area: Akron, Barberton, Cuyahoga Falls. Special attention to pool cars. Low transfer rates.

LONG DISTANCE MOVING

Pool Cars and Spot Stock Accounts Solicited. Private Siding B. & O. R. R. Free switching all roads. Low insurance rate.

Members of N. F. W. A.—O. A. C. H.—O. W. A.



AKRON, OHIO

The KNICKERBOCKER

WAREHOUSE & STORAGE CO.

36 CHERRY STREET

Household Goods and Merchandise
Fireproof Warehouse—Local and long distance moving.

CANTON, OHIO

CANTON STORAGE, Inc.
4TH AND CHERRY N.E.MERCHANDISE—HOUSEHOLD GOODS
COLD STORAGE

U. S. GENERAL BONDED WAREHOUSE

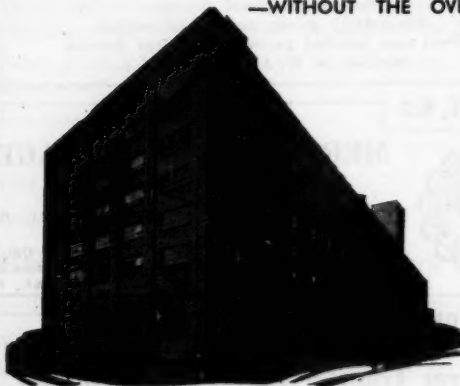
U. S. CUSTOMS BONDED WAREHOUSE

DISTRIBUTORS

Also Members: A.W.A.—O.F.W.A.—O.W.A.—A.C.W.



CINCINNATI, OHIO

YOUR OWN BRANCH HOUSE
—WITHOUT THE OVERHEAD**Modern — Efficient — Responsible**EVERY DISTRIBUTION AND
WAREHOUSING SERVICE
KNOWN TO THE TRADE**CINCINNATI TERMINAL WAREHOUSES, INC.**

U. S. General Bonded Warehouse Number 1

Parkway 8070

Cincinnati, O.

CINCINNATI, OHIO

THE BALTIMORE AND OHIO WAREHOUSE CO.

Operating large modern warehouses for the storage of general merchandise at Second and Smith Sts. and at Sixth and Baymiller Sts.

Special room for storage of semi-perishable goods: Nuts, Dried Fruits, Beans, etc., where a low temperature is maintained.

Special attention given to reshipping in L.C.L. lots the same day orders are received. Facilities for storage of Oils, Greases, Chemicals, and goods requiring cellar storage.

Low Insurance Rates. Sprinkler Systems.

Address: Second and Smith Sts. **FRED W. BERRY,**
Manager and Treasurer.

CONSIGN VIA BALTIMORE AND OHIO RAILROAD

CINCINNATI, OHIO

Consolidated Trucking, Inc.
Local and Long Distance Trucking
—Storage

N. W. Corner Pearl and Plum

Merchandise Storage

Pool Cars

Penn. R.R. Siding

Inter-City Truck Depot



CINCINNATI, OHIO

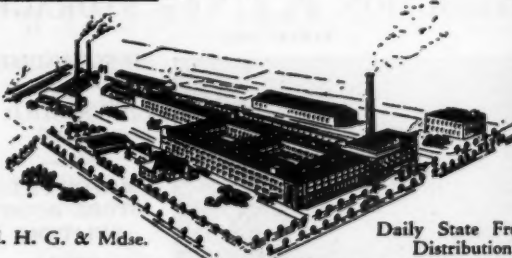
MEMBER

**The "Al" Naish Moving and Storage Co.**
3211 Madison Road, Cincinnati, Ohio

Two Household Goods Warehouses of Fireproof Construction, 40,750 Sq. Ft. Consign Shipments to Oakley Sta. of B.&O. Distribution of Pool Cars. Transfers Household Goods. Cargo Insurance.

Member of May WA—OFWA—OACH—CinVOW

CLEVELAND, OHIO



H. H. G. & Mds.

Daily State Freight
Distribution**BRAMLEY STORAGE CO.**

A Storage House of Distinction

Railroad Siding, Low Insurance Rates, Sprinkler System
C.F.W.A. and Steam Heated O.W.A.

CLEVELAND, OHIO

BRITTEN TERMINAL Inc.General Merchandise Storage and
Distribution
Moving and Household Storage
Cartage

2775 PITTSBURGH AV.

Telephone Prospect 2970



CLEVELAND, OHIO

THE GREELEY-GENERAL WAREHOUSE CO.

Main Office:

New York Central Orange Ave. Terminal, Broadway & E. 15th St.
175,000 Sq. Ft. of Available Floor Space; Truck Capacity 100 Cars; Operating
our own Motor Truck Equipment.

Represented by The American Chain of Warehouses

J. W. TERREFFORTE 53 W. Jackson Blvd., Chicago, Ill.
239 Park Ave., New York City W. H. EDDY

Member of A.W.A.—Rotary International—Cleveland Chamber of Commerce

CLEVELAND, OHIO

MEMBERS AWA OWA

**LEDERER
SERVICE
TERMINAL**BUILDS BETTER BUSINESS
MERCHANDISE WAREHOUSING AND DISTRIBUTINGWest 25th St. Whse.
Private Siding Erie Ry.Broadway White, Private Siding Nickel Plate Ry.
East 5th St. Whse.
In Northern Ohio Food Terminal Area

CLEVELAND, OHIO



THE DISTRIBUTION TERMINAL
& COLD STORAGE CO. CLEVELAND, OHIO

Central Viaduct and West 14th St.

Local, regional and storage-in-transit
service, offering every facility known
to modern distribution.

New Trunk Line
Ultra-Modern Terminal
Plant Complete Service

Continental-wide Connections

CLEVELAND, OHIO

MERCHANDISE STORAGE
POOL-CAR DISTRIBUTION
HEATED LIQUOR STORAGE
CUSTOMS BONDED
WAREHOUSE
LEASE SPACE



"In THE HEART
OF CLEVELAND"

A MODERN, FIRE-PROOF STRUCTURE WITH
ENCLOSED DOCKS. N.Y.C. SIDING WITHIN BUILDING

THE OTIS TERMINAL WAREHOUSE CO.

1300-38 W. NINTH ST. CLEVELAND, OHIO
U. S. GENERAL BONDED WAREHOUSE No. 4

CLEVELAND, OHIO

**RAILWAY
WAREHOUSES, INC.**

BUILDERS OF BIGGER AND BETTER BUSINESS

3540 CROTON AVE. S. E. CLEVELAND, OHIO

COLUMBUS, OHIO

W. Lee Cotter, Pres. Wm. J. O'Neill, Mgr.

MERCHANDISE
STORAGE



POOL
CARS

Established 1882

This modern, clean, and well ventilated warehouse
provides thorough protection for your merchandise.
Bonded Storage Facilities. Private Siding New York
Central Railroad. Free switching from all railroads.

MEMBER OHIO WAREHOUSEMEN'S ASSOCIATION

THE COLUMBUS TERMINAL WAREHOUSE CO.
COLUMBUS, OHIO

COLUMBUS, OHIO

Member of Associated Warehouses, Inc.

COLUMBUS WAREHOUSES, INC.

A COMPLETE MERCHANDISE DISTRIBUTION WAREHOUSE

MOST CENTRAL WAREHOUSE—3 BLOCKS OF
CENTER DOWNTOWN DISTRICT

POOL CAR DISTRIBUTION

PRIVATE SIDING AND SWITCH—N. Y. CENTRAL LINES
228 West Broad St., Columbus, Ohio

COLUMBUS, OHIO

Consign Your Household Goods Shipments to

DAN EDWARDS at COLUMBUS

Packing—Shipping—Storage—Local and Long Distance Moving—Steel
and Concrete Warehouses—Private Siding



EDWARDS TRANSFER AND STORAGE CO.
426 North High St., Columbus, Ohio

Member—National Furniture Warehousemen's Assn., Ohio Warehouse-
men's Assn.

CLEVELAND, OHIO

DIRECT FROM FREIGHT CARS

SHIPMENTS to Cleveland, consigned to
The Lincoln Storage Company over any
railroad entering the city, can be handled
from freight car direct to our loading platform.

Carload shipments to our private siding,
11201 Cedar Ave., on the N. Y. C. Belt
Line, connecting with all R.Rs. entering
Cleveland; L. C. L.-Penna. Euclid Ave. Sta.
adjoining Euclid Ave. warehouse; other
R.Rs. to Cleveland, Ohio.



LINCOLN STORAGE

Geo. A. Rutherford, Pres. W. R. Thomas, Vice-Pres.

5700 Euclid Ave. CLEVELAND 11201 Cedar Ave.

CLEVELAND, OHIO

FINE COOPERATION

is assured when forwarding your ship-
ments in our care.

Eight modern warehouses convenient
to every section of Greater Cleveland.

May we serve you?



**The NEAL
STORAGE COMPANY**
CLEVELAND OHIO

Exclusive Agent:
Greater Cleveland
for Aero-Mayflower
Transit Co.

COLUMBUS, OHIO

CHAS. F. COHAGAN, PRES.
IDEALLY LOCATED

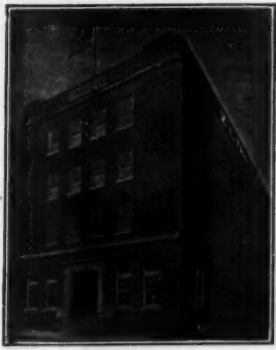

COLUMBUS:—In the Center of Ohio.
THE MERCHANDISE WAREHOUSE CO.:—In the Center of Columbus.
SERVICE:—That means more business for you at less expense. Let us serve you at Columbus.
PRIVATE SIDING ON N. Y. CENT. RY.
U. S. Customs Bonded



The Merchandise Warehouse Co.
370 W. Broad St. Columbus, Ohio
MEMBER: A.W.A.—O.W.A.—A.C.W.

STEUBENVILLE, OHIO


Z. L. TRAVIS, Pres. and Gen. Mgr.
Z. L. Travis Co.
311 North 6th St.
Modern Fireproof Warehouse—29,000 Sq. Feet
Reinforced Concrete
Household Goods Packed, Shipped and Stored
Distribute Household Goods and Merchandise, Pool Cars, Long Distance Moving.
Consign C. L. Shipments P. C. C. & St. L.
Members:
N.F.W.A.—O.W.A.

COLUMBUS, OHIO

MERCHANDISE STORAGE and DISTRIBUTION

FIRE PROOF



LOW INSURANCE

THE NEILSTON WAREHOUSE CO.

TOLEDO, OHIO

GREAT LAKES TERMINAL WAREHOUSE CO.
of Toledo
355 Morris Street
General Merchandise, Cold Storage and Distribution
U. S. Custom Bonded Warehouse, Storage in Bond
Store Door Delivery Complete Service
Private Siding New York Central and B. & O. R. R.
Member American Chain of Warehouses

TOLEDO, OHIO

TOLEDO TERMINAL WAREHOUSE, INC.
128-138 Vance St.
Merchandise Storage and Distribution
Excellent Service
Member A. W. A.

MARION, OHIO

MERCHANTS TRANSFER COMPANY
160 McWilliams Court, Marion, Ohio
Heavy Haulage Our Specialty. General Distribution and Storage of Merchandise. Motor Vans for Local and Long Distance Moving. Storage for Household Goods and Machinery. Packing and Shipping.
Private Siding New York Central Lines
MEMBER M.A.W.A.

YOUNGSTOWN, OHIO

FISHER-GILDER
Cartage & Storage Co.
Fireproof Warehouse
Household Goods and Merchandise
Established 1878



MARION, OHIO


WRIGHT
TRANSFER & STORAGE CO.
EST. 1888
MERCHANDISE—HOUSEHOLD GOODS
Wright Service to Meet Your Requirements.
Member of N.F.W.A.—O.W.A.

OKLAHOMA CITY, OKLA.

Member A. W. A.—A. C. W.—S. W. A.
Commercial Warehouse Co.
50,000 sq. ft. for Exclusive Merchandise Storage
Pool Car Distributors
Free Switching 14c. Insurance rate

SPRINGFIELD, OHIO

WAGNER WAREHOUSE CORPORATION
Pennsylvania Railroad and Lowry Ave.
A warehouse service that embodies every modern facility for the storage and distribution of Household Goods and Merchandise—Motor Freight Service—Door to door delivery at Dayton, Springfield and Columbus daily.
Member of A. W. A.



OKLA. CITY, OKLA.

Established 1889
O. K. Transfer & Storage Co.
General Warehousing and Distribution



MOTOR TRUCKS & TEAMING
HOUSEHOLD GOODS
MERCHANDISE
MEMBERS
N.F.W.A., A.W.A.
Dist. Service, Inc.

The Men Who Distribute
Purina Whole Wheat Flour
Read DISTRIBUTION & WAREHOUSING
and consult the Directory of Warehouses

OKLAHOMA CITY, OKLA.

Bonded Under State Law
Oklahoma Bonded Warehouse Company
Merchandise Warehousing
Pool Car Distribution

Free Switching
Private Trackage
P. O. Box 1222

50,000 Sq. Ft.
Floor Space.
Fireproof

OKLAHOMA CITY, OKLA.

RED BALL
We Have Ample Truck Facilities
Fireproof Warehouse for Merchandise and Household Goods
Automatic Sprinkler System
Office and Warehouse
2-4 East California Avenue

TRANSFER
RED BALL
STORAGE

We Solicit Your Accounts for Transfer and Storage
Members of American and National Warehousemen's Associations

TULSA, OKLA.

Joe Hodges Fireproof Warehouse

Moving — Packing — Storage

Mixed Cars a Specialty. Large docks for sorting. We solicit your shipments to our city and assure you we will reciprocate and guarantee prompt remittance. Located on Railroad.

Best Service Obtainable.

Member American Warehousemen's Association, American Chain of Warehouses

PORTLAND, ORE.

Colonial Warehouse and Transfer Co.

Operating Public and Custom Bonded Warehouses
Licensed under the U. S. Warehouse Act
Merchandise, Storage and Distribution
Private Siding Free Switching Sprinklered
1132 N. W. GLISAN STREET



PORTLAND, ORE.

HOLMAN TRANSFER CO.

1306 N. W. HOYT STREET

General Merchandise Storage and Distribution

Private Siding All Railroads Entering Portland

Located in the center of wholesale and jobbing districts

**POOL CAR DISTRIBUTION
A SPECIALTY**

Member A. W. A.—Amer. Chain.

Established 1864

PORTLAND, ORE.

OREGON TRANSFER COMPANY
Established 1848

1238 Northwest Glisan Street Portland, Oregon

U. S. BONDED and PUBLIC WAREHOUSES

Merchandise Storage and Distribution

Lowest Insurance Rates—Sprinkler Equipped

Member A. W. A.

Eastern Representatives Distribution Service, Inc.

PORTLAND, ORE.

DISTRIBUTION A SPECIALTY

Low Rates—Prompt Service—Commercial Accounts Only

Let us be Your Pacific Coast Agents
Complete Warehouse and Drayage Facilities—19 Motor Trucks
Just consign your LCL or Carload Shipments to

RAPID TRANSFER & STORAGE CO., INC.

630 NORTHWEST 10TH AVE.

PORTLAND, OREGON

and we will do the rest.

Member of OreWA—PD&WA

PORTLAND, ORE.

Rudie Wilhelm, Pres.

RUDIE WILHELM WAREHOUSE CO.

70,000 Sq. Ft. Fireproof Concrete Storage Space

ADT Automatic Sprinkled System

Household Goods and Merchandise Distribution

Portland Commercial Agents: Judson Fr't Pw'd'g Co.

ALTOONA, PA.

Route your RAIL & TRUCK shipments
care of

ALTOONA STORAGE & TRANSFER CO.

2701 Industrial Ave., Altoona, Pa.

P.R.R. track connections

STORAGE—CHECKING POOL CARS—DISTRIBUTION

Door to Door deliveries from storage stock
to Central Penna. points

BETHLEHEM, PA.

300,000 CU. FT. GOLD STORAGE
200,000 SQ. FT. DRY & HOUSE-
HOLD STORAGE

LEHIGH AND NEW ENGLAND TERMINAL WAREHOUSE CO.

Lehigh and New England Terminal Warehouse Company
15th Avenue, North of Broad Street, Bethlehem, Pa.

Serving ALLENTOWN, BETHLEHEM, AND EASTON Private Siding LEHIGH & NEW ENGLAND R. R.

ERIE, PA.

Erie Storage & Carting Co.

1502 Sassafras St., Erie, Pa.

MOVING—PACKING—SHIPPING—STORAGE

Warehouse in the center of the city, with trackage from N. Y. Central Lines and switching to all other lines. Unexcelled facilities for handling shipments of household goods and merchandise. Branch house service for manufacturers. Members of N.F.W.A.—P.F.W.A.—Rotary and Kiwanis Clubs

HARRISBURG, PA.

Pool Cars

Efficiently
Handled
Merchandise
and
Household
Goods Storage



HARRISBURG STORAGE CO.

P. R. R. Sidings HARRISBURG, PA.
American Warehousemen's Association, National Furniture Warehousemen's Association, Penna. Furniture Warehousemen's Association, American Chain of Warehouses

HAZLETON, PA.

CHRIST N. KARN, Prop.

KARN'S TRANSFER & STORAGE

FIREPROOF STORAGE WAREHOUSE

Household Goods Storage, Packing, Shipping

Merchandise Storage and Distribution

Pool Cars Distributed. Local and Long Distance Hauling

Members of N. F. W. A.

LANCASTER, PA.

Keystone Express & Storage Co.
STORAGE—DISTRIBUTORS—FORWARDERS
Merchandise and Household Goods
MANUFACTURERS' DISTRIBUTORS MOTOR SERVICE
Siding on P. R. R. and P. & R.

OIL CITY, PA.

CARNAHAN
Transfer and Storage

The most reliable transfer in Venango County. Fireproof warehouse. Private rooms for furniture and pianos. General hauling. Overland hauling. Piano moving. Furniture packing a specialty.

Forwarding agents

Members N. F. W. A.

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STORAGE WAREHOUSE COMPANY
FIREPROOF DEPOSITORY
4015 Walnut Street
Member N. F. W. A., P. F. W. A. and C. S. & T. A.
WALTER E. SWEETING, President

PHILADELPHIA, PA.

FENTON STORAGE CO.
Absolutely Fireproof 46th and Girard Ave.
Cable Address "Fenes"
P. R. R. Siding
Storage, moving and distribution of household goods and merchandise.

PHILADELPHIA, PA.

Fidelity—20th Century Storage Warehouses
General Offices—1811 Market St.
E. NORRIS HARRISON, Pres. F. L. HARNER, Vice-Pres., Trans.
LEAH ABBOTT, Secy.
Bus type vans for speedy delivery anywhere. We distribute pool cars of household goods. Prompt remittance.
Assoc. A. W. A., N. F. W. A., Can. S. & T., P. F. W. A.

PHILADELPHIA, PA.

GALLAGHER'S WAREHOUSES
Executive Offices—50 So. 3rd St.
General Merchandise Storage and Distribution
U. S. Bonded and Free Stores
Direct Railroad Sidings: Penna. R. R.—Reading R. R.
Company owns fleet of motor trucks for city and suburban deliveries

PHILADELPHIA, PA.

BUELL G. MILLER, President



MILLER
North Broad Storage Co.
BROAD & LEHIGH & BRANCHES
Member M.W.A., P.F.W.A., P.M.T.A., C.F.M.A. of Pa.

The Men Who Distribute

Parsons Ammonia

Read DISTRIBUTION & WAREHOUSING
and consult the Directory of Warehouses

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68 Acres
OF FLOOR SPACE



Motor Truck
SERVICE

We own and operate a fleet of motor trucks to provide "Store door" delivery throughout the Philadelphia trading area and are especially equipped to render "next morning" delivery anywhere within the area shown in the above map.

**TERMINAL WAREHOUSE COMPANY**

Delaware Ave. and Fairmount

Members—A.W.A., N.F.W.A., Pa.F.W.A.

Represented by DISTRIBUTION SERVICE, INC.

100 Broad Street, NEW YORK CITY . . . Bowling Green 9-0986

624 Third Street, SAN FRANCISCO . . . Phone Sutter 3461

219 East North Water Street, CHICAGO . . . Phone Sup. 7180

An Association of Good Warehouses Located at
Strategic Distribution Centers



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DUQUESNE WAREHOUSE CO.

Office: Duquesne Way and Barbeau St.
Merchandise Storage & Distribution

Members A. W. A.

WILLIAMSPORT, PA.

WILLIAMSPORT STORAGE CO.

FIREPROOF BUILDING—416 FRANKLIN STREET
P. R. R. SIDING
MERCHANDISE STORAGE AND DISTRIBUTION
HOUSEHOLD GOODS—DRAYAGE
IDEAL DISTRIBUTING POINT FOR CENTRAL PENNSYLVANIA

PITTSBURGH, PA.

1,750,000 Cubic Feet of Storage Space

Warehouse with Penn'a R. R. siding for Merchandise
Large fleet of Local and Long Distance Vans. Expert packers and
handlers. Let us serve you!

Haugh and Keenan Storage & Transfer Co.

Offices and Warehouses, Centre and Esolld Aves, Pittsburgh, Penna.
Member A. W. A.—N. F. W. A.

PROVIDENCE, R. I.

Terminal Warehouse Company of R. I., Inc.

Storage all kinds of General Merchandise, Pool Car
Distribution. Lowest Insurance.

Trackage facilities 50 cars. Dockage facilities on
deep water.

Shipping directions South Providence, R. I.

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"33 Years of Service"

Merchandise

Warehouses

Sprinkler Protected

Distributors

Penna. R. R. Siding

Kirby Transfer & Storage Co.

2538 Smallman St.

Pittsburgh, Pa.

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Charleston Warehouse and Forwarding Co.

Merchandise Storage and
Distribution of Pool Cars

Modern Concrete Warehouse. 100,000 Square Feet of Storage Space.
Private Tracks Connecting with All Railroad and Steamship Lines.
Motor Truck Service.

Members of the American Chain of Warehouses, Inc.

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THOMAS WHITE, Owner and Manager

**IN THE HEART OF PITTSBURGH JOBBING DISTRICT
WHITE TERMINAL CO.**

17th & Pike Streets

PITTSBURGH, PA.

Food Products
Merchandise

WAREHOUSING

Pool Cars
Distributed

Also operating

WHITE MOTOR EXPRESS CO.

EST. 1918

TRUCKING SERVICE

PENNA. R.R. SIDING L. C. L. TO P. R. R.—11TH ST.

CHATTANOOGA, TENN.

General Merchandise Storage & Distribution

Pool Car Distribution—City Delivery Service—Forwarding
Agents—Direct Switching Connections into Warehouse—
Fully Sprinklered Private Siding Low Insurance

, TEXTILE STORAGE & WAREHOUSE CO.

1807 Elmendorf Street

Efficient

Courteous

SCRANTON, PA.

R. F. POST

DRAYMAN & STORAGE WAREHOUSE

221 Vine St.

HOUSEHOLD STORAGE

MERCHANDISE STORAGE

POOL CARS

PACKING

LOCAL AND LONG DISTANCE MOVING

PRIVATE SIDING, D. L. & W. R. R.

KNOXVILLE, TENN.

**FIREPROOF STORAGE &
VAN COMPANY, Inc.**

Successors to Knoxville Fireproof Storage Co.

201-211 Randolph St.

Knoxville, Tennessee

135,000 square feet on Southern Railway tracks.

Equipped with Automatic Sprinkler

Insurance at 12c. per \$100.00
per annum.
Pool Cars distributed.

Household goods shipments
solicited. Prompt remittances
made.

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American Warehousemen's Ass'n

PROMPT AND EFFICIENT SERVICE

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The Quackenbush Warehouse Co.

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MERCHANDISE AND HOUSEHOLD GOODS
STORAGE POOL CAR DISTRIBUTION

D. L. & W. and D. & H. Sidings

Member of Allied Distribution, Inc.



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H. D. RYAN—L. G. HOWARD, Proprietors

KEYSTONE TRANSFER CO.

31 EAST SOUTH ST.

HOUSEHOLD GOODS PACKED, SHIPPED, STORED
LONG DISTANCE MOVING

Private Siding Pennsylvania R.R.

KNOXVILLE, TENN.

J. E. Dupes, Pres. & Gen. Mgr.—C. H. Paul, Treas.



Rowe Transfer & Storage Co.

416-426 N. Broadway

Household Goods and Merchandise Storage and
Distribution. Pool Car Distribution.
Fireproof Warehouse. Low Insurance.

Agent, Auto Mayflower Transit Company

Member, Mayflower Warehousemen's Association & S. W. A.

WILKES-BARRE, PA.

WILKES-BARRE WAREHOUSING CO.

General Storage and Distribution

Prompt and Efficient Service

Milling-in-Transit and Pool Cars

19 New Bennett St.

Wilkes-Barre, Pa.

MEMPHIS, TENN.

S. S. DENT, Pres.

General Warehouse & Distributing Co.

435 So. Front St.

"Good housekeeping, accurate records, Personal Service"
Located in the center of the Jobbing & Wholesale district.
Sprinklered Low Insurance
Private R. R. siding Perfect service

Member of M.W.A.

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STORAGE WAREHOUSES**

INCORPORATED
671 to 679 South Main St.
Established 1804
Insurance Rate \$1.41 per \$1,000 per Annum
DISTRIBUTION A SPECIALTY

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ROSE WAREHOUSE CO.

2-8 East and 2-12 West Calhoun Avenue
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Merchandise Storage and Pool Car Distribution
"SERVICE"



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MERCHANDISE STORAGE, DISTRIBUTION AND DRAYAGE
HOUSEHOLD STORAGE, LOCAL AND LONG DISTANCE MOVING
FIREPROOF WAREHOUSES—UP-TO-DATE EQUIPMENT
BOND-CHADWELL Co.
124 First Avenue, N. 1625 Broadway

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521 Eighth Ave., So.

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MERCANTILE AND HOUSEHOLD STORAGE
WAREHOUSE STOCK and POOL CAR DISTRIBUTION
Fire Proof Warehouse Space—Centrally Located

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Automatic, Sprinklered — Lowest
Insurance Spot Stock and Pool
Car Distribution — Private
Siding — Free Switching
Motor Truck Service.

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Distributors of Merchandise

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Member S. W. A.—Amarillo Warehousemen's Association
—American Chain of Warehouses



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Between 5th & 6th on So. Grant St.

Operating two self-owned warehouses. Largest most modern in city.
Goods of any size or quantity handled. Capacity 368 cars. WARE-
HOUSING — STORAGE — TRANSFER — FORWARDING — DISTRI-
BUTION — POOL CARS.

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AUSTIN

FIREPROOF

WAREHOUSE

AUSTIN, TEXAS

GENERAL WAREHOUSING DISTRIBUTION

CORPUS CHRISTI, TEX.

C. M. Crocker—Pres. J. W. Crocker—Vice Pres.
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TRANSFER AND STORAGE CO., Inc.

Established 1912
Distribution Pool Cars or Boat Shipments
Merchandise & Household Goods
Storage—Drayage—Crating

Members — A.W.A. N.F.W.A. S.W.T.A.

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REFERENCE ANY DALLAS BANK

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BONDED FIREPROOF WAREHOUSES
MERCHANDISE—HOUSEHOLD GOODS

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K. K. MEISENBACH JACK ORR

DALLAS, TEXAS.

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Gus K. Weatherall

**DALLAS TRANSFER AND
TERMINAL WAREHOUSE CO.**

Second Unit Santa Fe Building
Dallas, Texas

Modern Fireproof
Construction—
Office, Display,
Manufacturers, and
Warehouse Space



Operators of Lone Star Package Car Company
(Dallas Division). Daily service via rail from St. Louis
and C.F.A. territory to all Texas points.
Semi-weekly service via Morgan Steamship Line from New York and Seaboard
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MEMBERS { A. W. A., N. F. W. A., American Chain of Warehouse
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Dallas-Trinity Warehouse Company

"Courtesy With Unexcelled Service"

Complete Warehousing

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Ft. Worth, Texas Corsicana, Texas
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The Men Who Distribute

U. S. Envelopes

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and consult the Directory of Warehouses

DALLAS, TEXAS

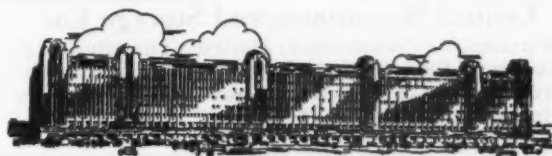


**The Interstate
Fireproof Storage
& Transfer Co.**
301 North Market St.
Merchandise Storage and
Distribution.



Household Goods Storage, Moving &
Packing—Long Distance Hauling
Associate Managers
W. I. Ford R. E. Eagon

FORT WORTH, TEXAS



The Southwest's Finest Warehouse
MERCHANDISE STORAGE
POOL CAR DISTRIBUTION, OFFICE DISPLAY
AND WAREHOUSE SPACE
**Texas and Pacific
Terminal Warehouse Co.**

DALLAS, TEXAS



SPECIALIZING

**MERCHANDISE STORAGE
POOL-CAR DISTRIBUTION**

SERVING THE GREAT
SOUTHWEST AREA

EVERY ACCOUNT IS
PERSONALLY SUPERVISED
BY THE MANAGEMENT.

KOON-McNATT STORAGE & TRANSFER CO.
911 MARION ST.

CONTRACT OPERATORS FOR ALL RAIL LINES AND
UNIVERSAL CARLOADING & DISTRIBUTING COMPANY
Over 10,000,000 Pounds of Freight Handled Monthly for Dallas Shippers

HARLINGEN, TEXAS

Jones Transfer & Storage Co., Inc.

Warehouses located at Harlingen, Brownsville, McAllen, Edinburg.
Merchandise storage—pool car distribution, daily motor freight lines.
Furniture vans—equipment for heavy hauling.

Service Covers the Lower Rio Grande Valley

HOUSTON, TEXAS

V. F. GILLESPIE, Gen. Mgr.

Gulf Warehouse & Transport Co.

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Merchandise Storage—Pool Car Distribution—
Low Insurance Rates

*Your Progressive Branch in the
Southwest's Most Progressive City*

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Trade Code, Certificate No. 34-330

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Shipside and Uptown Warehouses
Merchandise Storage and Distribution

Operators—Houston Division
LONE STAR PACKAGE CAR CO.

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In Fort Worth It's Binyon-O'Keefe

With three warehouses having a total of 350,000 square feet of floor space;
with our private side and free switching to Fort Worth's eleven Trunk Line
Railroads—in Fort Worth, Binyon-O'Keefe is best prepared to serve you.



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Fireproof Storage Co.
Fort Worth

Associated with Distribution Service, Inc.



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FIREPROOF STORAGE
MERCHANDISE & HOUSEHOLD GOODS
POOL CAR DISTRIBUTION

TEMPLE HARRIS, Gen. Mgr.

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Storage, Cartage, Pool Car Distribution

O. K. Warehouse Company, Inc.

255 W. 15th St.

Fort Worth, Tex.

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**UNIVERSAL TERMINAL
WAREHOUSE COMPANY**

Fireproof Storage—Sprinklered Warehouses

New York Office: 100 Broad Street
Chicago Office: 427 West 27th Street

HOUSTON, TEXAS

IN HOUSTON

**Westheimer
Transfer and Storage Co., Inc.**

Fifty Years of Dependable Service
SERVICE TO COVER EVERY BRANCH OF THE INDUSTRY

Gen. S. Horwitz
President

Members N. F. W. A.
State and Local Assn.

LONGVIEW, TEXAS

ROY WILSON TRANSFER & WAREHOUSE CO.

BONDED

Household Goods and Merchandise Storage
Pool Car Distribution

Store in Longview—the most centrally located city
in the East Texas Oil Field

The Men Who Distribute
Cream of Wheat

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and consult the Directory of Warehouses

SAN ANTONIO, TEXAS

Central Warehouse and Storage Co.
Merchandise Warehouse Hollow Tile Building.
Concrete Floors. Consign shipments via South-
ern Pacific. Distribution of pool cars. Transfers
Household Goods.

Member of S. W. A.

SAN ANTONIO, TEXAS

MERCHANTS TRANSFER & STORAGE CO.
FIREPROOF BONDED WAREHOUSE

Complete Storage and Distribution Service

50 years of satisfactory service

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Muegge-Jenull Warehouse Co.
BONDED FIREPROOF

POOL CAR DISTRIBUTORS
STORAGE AND DRAYAGE

Dependable Service Since 1913

SAN ANTONIO, TEXAS

Scobey Fireproof Storage Co.

HOUSEHOLD - - - MERCHANDISE
COLD STORAGE - - - CARTAGE

DISTRIBUTION

INSURANCE RATE 10c

Members of 4 Leading Associations

SAN ANTONIO, TEXAS



SOUTHERN TRANSFER CO.

FIREPROOF BONDED STORAGE

Lowest insurance rate in San Antonio

Receivers and Forwarders of Merchandise

TYLER, TEXAS

EAST TEXAS TERMINAL WAREHOUSE CO., Inc.

Serving the World's Largest Oil Field
and All of North and East Texas.

The highest type of BONDED Storage
and Warehouse facilities.

POOL CAR DISTRIBUTION

Member:—T.S.W.T.A.

415-17 N. College and Cottonbelt tracks.

TYLER, TEXAS

Tyler Warehouse and Storage Company

Bonded under the Laws of Texas

General Storage and Distribution from the Center of East
Texas. Specializing in Pool Cars Merchandise.

WICHITA FALLS, TEXAS

Wichita Falls Fireproof Warehouse

(Reinforced concrete)

Motor Freight Service to All Territory
Tarry Warehouse & Storage Company, Inc.

Members { National Furn. Warehousemen's Assn.
Southwest Warehouse & Transferrers' Assn.
See TYLER-TARRY-FAGG Co. Associated

OGDEN, UTAH



**Western Gateway Storage
Company**

COLD AND DRY STORAGE

**A Modern Commercial Warehouse
Bonded Service**

Member American Warehousemen's Assn.

SALT LAKE CITY, UTAH

CENTRAL WAREHOUSE

Fireproof

Sprinklered

Insurance rate 18c. Merchandise Storage. Pool Car Distribu-
tion. Office Facilities.

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DOOLY TERMINAL WAREHOUSE
213 SOUTH FIRST WEST

Lowest Insurance—Sprinkler Protected Space.

Merchandise Storage, Pool Car Distribution,
Office Facilities, Watchman Protection Supervised
by A.D.T.

Private Trackage with Free Switching.
Bonded Service. "IT'S THE LOCATION"

SALT LAKE CITY, UTAH

Merchandise Storage and Distribution

Over 1,000,000 cubic feet reinforced Concrete
Sprinklered Space

Insurance Rate 18 Cents

JENNINGS-CORNWALL WAREHOUSE CO.

Salt Lake City, Utah

Represented by

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188 Broad St. 219 East North Water St. 825 Third St.
NEW YORK CITY CHICAGO SAN FRANCISCO
Phone Bowling Green 9-8958 Phone Sup. 7180 Phone Sutter 3461

In Association of Good Warehouses

Located at Strategic Distribution Centers

SALT LAKE CITY, UTAH

"This is the Place"

FOR BETTER SERVICE
SECURITY STORAGE & COMMISSION CO.

Over 25 Years Experience

Merchandise Warehousing - Distribution

Sprinklered Building - Complete Facilities

Lowest Insurance Cost - A.D.T. Watchman Service

Office Accommodations - Display Space



New York Chicago Salt Lake
280 W. Broadway 53 W. Jackson Blvd. 230 S. 4th West

MEMBER:

A.W.A.—U.W.A.—A.C.W.

The Men Who Distribute

Walker's Chile Con Carne

Read DISTRIBUTION AND WAREHOUSING
and consult the Directory of Warehouses

NORFOLK, VA.



HOUSEHOLD **MERCHANDISE**
AUTOMOBILE STORAGE
THE BELL STORAGE COMPANY, INC.
NORFOLK, VIRGINIA
MODERN SPRINKLER EQUIPPED WAREHOUSE
50,000 SQUARE FEET PRIVATE RAIL SIDING
Lowest Insurance Rate in Norfolk. Pool Car Distribution.
WE SPECIALIZE IN MERCHANDISE STORAGE
AND DISTRIBUTION
AGENTS: AERO MAYFLOWER TRANSIT COMPANY
Member M.W.A. & S.W.A.

NORFOLK, VA.

Established 1892

SOUTHGATE
STORAGE COMPANY, Inc.



MEMBER:
A.C.W.
A.W.A.
S.W.A.
U.S.C. of C.

For economical storage and distribution
you will want to know more about our
individualized services. Our fireproof
warehouses are in the Southgate Terminal,
on the waterfront and in the center of
Norfolk's wholesale district. Served by
all rail, water and motor lines.

Write for Booklet—"7 POINT DISTRIBUTION"

RICHMOND, VA.

57 YEARS OF UNINTERRUPTED AND EXPERT SERVICE

BROOKS TRANSFER AND STORAGE CO., Inc.
1224 W. Broad Street, Richmond, Va.

Two Fireproof Storage Warehouses—116,000 Square Feet Floor Space—Automatic
Sprinkler System—Lowest Insurance Rates in Richmond—Careful Attention to Storage
—Packing and Shipping of Household Goods—Private Railroad Siding—Pool Car
Distribution—Motor Van Service to All States East of Mississippi River.
Member of S. W. A.—N. F. W. A.

RICHMOND, VA.

180,000 Sq. Ft. Space

VIRGINIA BONDED WAREHOUSE CORPORATION
ESTABLISHED 1908 1709 E. CARY ST.
U. S. BONDED & PUBLIC WAREHOUSES
MERCHANDISE STORAGE & DISTRIBUTION
INSURANCE RATES 20c PER \$100 PER YEAR
Member A.W.A.—N.R.A.
BUILDINGS SPRINKLERED

ROANOKE, VA.

ROANOKE PUBLIC WAREHOUSE

Capacity 500 Cars



Automatic Sprinkler

Private Railroad Siding

Accurate Accounting

We make a Specialty of Storage and Pool Car Distribution
for Agents, Brokers and General Merchandise Houses.
Member of American Chain of Warehouses

SEATTLE, WASH.

THOS. WATERS, Pres.

F. J. MARTIN, Mgr.

A. B. C. STORAGE CO.
WAREHOUSING AND DRAYING

We make a specialty of Storage
for Agents, Brokers and General
Merchandise Houses.
Free Switching Service.

304 RAILROAD AVE., SO. SEATTLE, WASH.

SEATTLE, WASH.

EYRES TRANSFER AND WAREHOUSE CO., Inc.
SEATTLE, WASH.

Fireproof Warehouses 220,000 Square Feet

INSURANCE .133 Cents per \$100.00

GENERAL STORAGE AND DISTRIBUTING SERVICE
OPERATING 65 AUTOS Since 1889

Members of NFWA—ACW—WSWA

SEATTLE, WASH.

TAYLOR-EDWARDS
Warehouse & Transfer Co., Inc.

Free switching service—Low insurance rates
Associated with leading warehouses through
DISTRIBUTION SERVICE, INC.

New York Chicago San Francisco
Members of—American Warehousemen's Assn.; National Furniture Warehousemen's
Assn.; Washington State Warehousemen's Assn.

SEATTLE, WASH.

UNITED WAREHOUSE COMPANY
1990 Railroad Avenue

GENERAL MERCHANDISE
STORAGE

100,000 sq. ft. capacity
Established 1900



POOL-CAR
DISTRIBUTORS
U. S. Customs Bond
Free Switching

SEATTLE, WASH.

WINN & RUSSELL, INC.

1014 Fourth Ave., South

General merchandise storage and distribution

Located in the center of wholesale and jobbing district

Low insurance rates Office and desk space

Member—A. W. A.—Allied Distribution, Inc.

SPOKANE, WASH.

Willard Johnson
Pres.

W. B. Fehle
Sarty.

Consign to
SPOKANE TRANSFER & STORAGE CO.
A. W. A. 308-316 Pacific Ave. N. F. W. A.

Merchandise Department
Largest Spot-Stocks in the
"Inland Empire."
(67,000 sq. ft.)

Household Goods Dept.
Assembling and distribution of
pool and local shipments.
Agents for JUDSON.

Attention Shippers

When you use Distribution and Warehousing for the name of a warehouse in any city, please mention the fact you got the information from this publication. By doing this, you will please the warehouseman and the publishers.

The Men Who Distribute

Federal Matches

Read DISTRIBUTION & WAREHOUSING
and consult the Directory of Warehouses

For City of Washington, D. C.
refer to
DISTRICT of COLUMBIA

WEST VIRGINIA WISCONSIN

DIRECTORY OF WAREHOUSES

Distribution and Warehousing
September, 1935

HUNTINGTON, W. VA.

**THE SHIPPING CENTER for
4 STATES**
Ohio Kentucky Virginia West Virginia

Huntington is the shipping center of four states. From it you can reach Southern West Virginia, Southern Ohio, Eastern Kentucky and Northern Virginia by five railroads, the Ohio River and paved highways leading in five directions.

A first class warehouse for your goods; private side track from any railroad entering city—no switching charge; our own trucks and a competent force of employees. All at a cost that is surprisingly low yet everything is convenient for your warehousing needs.

HUNTINGTON WAREHOUSE CORP.
1639-41-43-45 Seventh Ave., Huntington, W. Va.
Member of A.C.W.—A.W.A.

LA CROSSE, WIS.

The Gateway City Transfer & Storage Co.
C. B. & Q. R.R. Siding

The logical distribution center for Western Wisconsin, Eastern Minnesota, and Northeastern Iowa.

Trackage warehouse for merchandise and Free switching service. We specialize in pool car distribution.

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La Crosse Terminal Warehouse Co.
GENERAL STORAGE

We make a specialty of storage and pool car distribution for agents, brokers, and general merchandise houses.

Free switching service
Large fleet of Vans and Delivery Trucks
We give prompt service

430-434 SOUTH THIRD STREET

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The Union Transfer & Storage Co.

State Bonded Warehouse on Private Switch
Fireproof Building 85,000 Square Feet
Pool Car Distribution by Truck or Rail
Private Siding Milwaukee Road,
Free Switching All Roads
Established 1895

MILWAUKEE, WIS.

HANSEN STORAGE CO.

"The Million Dollar Warehouse Company"

ESTABLISHED 27 YEARS—LARGEST IN WISCONSIN
18 Warehouses—50 Car Side Track—850 Foot Dock
DEPENDABLE—EXPERT—QUICK SERVICE

We specialize in
Merchandise Distribution and Furnish
"BRANCH HOUSE SERVICE"

"Let Us Solve Your Distribution Problems"
Ship Your Merchandise to Yourself in Our Care
and Have Instructions Follow.
"We Will Do the Rest."

"U. S. Government Bonded Warehouse"

The Men Who Distribute
Golden State Milk Products
Read DISTRIBUTION & WAREHOUSING
and consult the Directory of Warehouses

MILWAUKEE, WIS.



**SPOT STOCKS PLUS SERVICE
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